

DISTRIBUTION & WAREHOUSING

FORMERLY
TRANSFER & STORAGE

Vol. XXIII, No. 9

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New York, N. Y.

September, 1923

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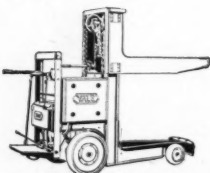
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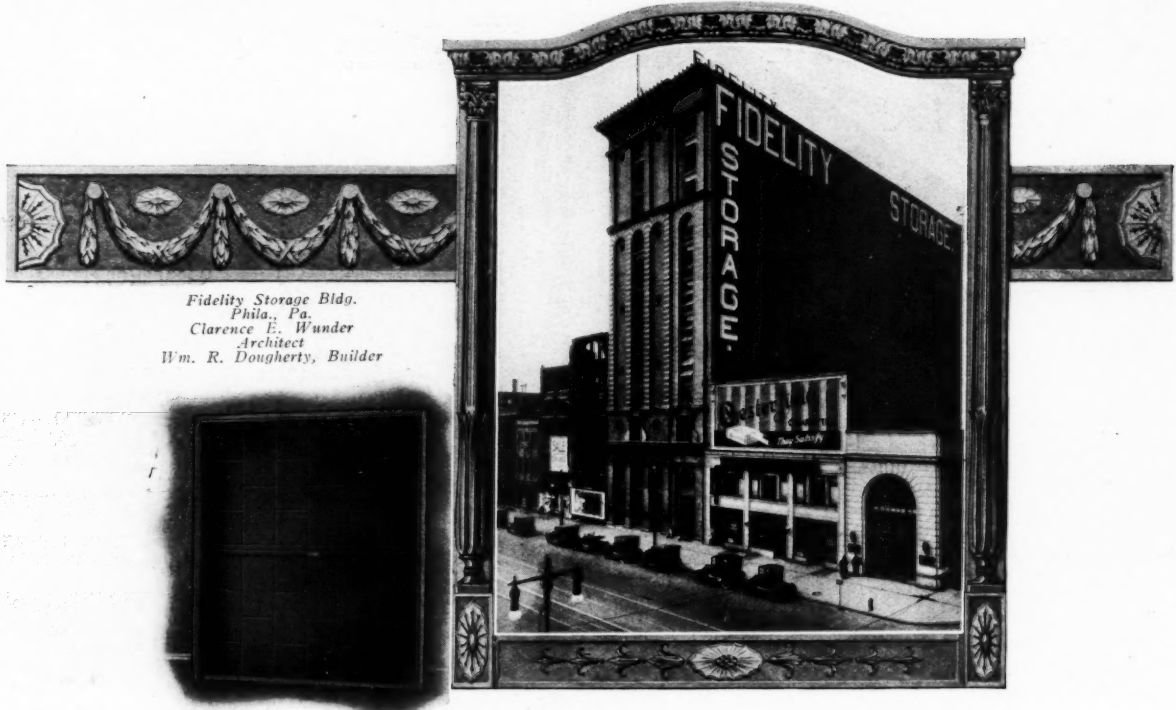
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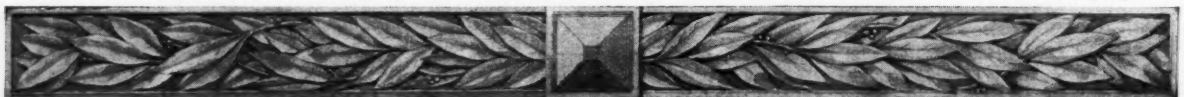
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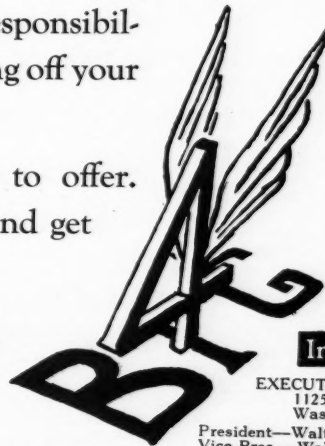
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No. 9

Here Is Suggested a

Warehousing Bureau of Credit Information

THE establishing of a warehousing bureau for the interchange of credit information regarding customers who borrow money with their merchandise as collateral is urged by Ralph C. Stokell, head of the cold storage warehousemen's credit bureau of Chicago, in a paper which, published on the following pages, he read at the St. Paul convention of the Central Warehousemen's Club.

Mr. Stokell's text is replete with constructive suggestions on a subject to which the average public storage executive has given little thought. His talk is one which is probably unique in the history of warehousing convention activities. It is worthy of careful reading and study by the men of the industry. Here, summarized, are some of his ideas:

1. Loan accommodations, part of the warehouseman's regular service, should be conducted on a safe and sane basis.
2. Loans given in excess of a fair value may create a tendency toward speculation.
3. The warehouseman should investigate the customer's character record—the manner of payment, policy toward margins when called, representations as to value and condition of collateral offered, and kindred fundamentals.
4. The borrowing customer should be required to present a signed financial statement, preferably one made by a responsible accountant.
5. The warehouseman should make a thorough examination of all merchandise offered as collateral.
6. A warehouseman's credit file would serve as a check on undesirable customers and would cut down the bad debt waste so burdensome to honest business.
7. The question of insurance on warehoused merchandise on which loans are made is of great importance.
8. Such a plan of credit supervision goes hand in hand with adequate tariffs based on cost plus overhead and some percentage of profit for the warehouseman.

PROBABLY many warehousemen are not aware that a credit bureau of the character outlined by Mr. Stokell is in operation under his supervision among the cold storage executives in Chicago. Some facts as to how the Chicago agency functions are set forth in this paper by Mr. Stokell, who outlines advantages and disadvantages to warehousemen and storer with respect to loans and credits.

The information which the warehouseman should obtain, Mr. Stokell declares, will help the storage executive to determine the desirability of the account, and will guide in deciding whether the customer is one who will take care of his contracts and has not only the capital and the capacity for handling himself in a declining market, but the character to make good his obligations.

The principal reasons for losses incurred on loans by warehousemen are set down by Mr. Stokell as: careless granting of the original credit; eager competition; lax inspection, many times no inspection whatever; lack of supervision, and not following conditions after the loans have been placed on the books.

The medium for safeguarding the situation, in Mr. Stokell's opinion, is in his suggested warehousing bureau of credit information.

Importance of Costs and Credits in Merchandise Warehousing*

By Ralph C. Stokell

SERVICE is the most important word in the warehouseman's dictionary. The present day functions of cold storage warehousing embrace a number of services which forty years ago were scarcely thought of in connection with the warehousing and storage of perishable food products. The proper handling and refrigerating of articles of food, their shipment and re-shipment under proper conditions, assistance in financing the owners of the stored products through arranging for loans, securing insurance protection and other services no less important, are all part of the warehouseman's regular stock in trade. No warehouse company can now hope to cope with present day competition or be up-to-date without them.

How good your service is depends on how well you know your business; you are careful that your knowledge of proper temperature and humidity conditions is not only

up-to-date, but that it is also carried out in caring for the products entrusted to your care for storage.

But what of your knowledge of costs and credits?

Not only is it now necessary to know fully about these subjects, but competition is forcing their application upon us so that a knowledge of one is as essential as the other.

Losses through bad contracts, because of lack of proper tariffs, or through poor credit supervision, cannot long be explained away to directors and stockholders who are usually of the opinion, and rightly so, that they should get a fair return on the money invested in the business.

Now, just how can you satisfy them and continue to give the service, unless you build from a firm foundation?

Such a foundation must include adequate tariffs, based on cost plus overhead and some percentage of profit, and a plan of credit supervision which will watch the customers' standing and the commodities offered for collateral. These two go hand in hand.

The Warehouseman as Banker

WITH regard to credits, this demands of the warehouse executive most careful attention, as it deals largely with the financing of the stored surplus of the principal perishable food products produced in the country, consisting mainly of butter, cheese, eggs, poultry and some fruits and miscellaneous products.

The warehouseman, in financing these commodities for the customer, performs a regular banking service, but he has been doing it, for some time past, largely without surrounding himself with the safeguards that the prudent banker of the day applies to all his loan transactions.

The loan accommodations, on the part of the warehouse, is a real part of his regular service, and he is in a better position to furnish it than any one else at the present time. There is no reason, however, why it should not be conducted on a safe and sane basis.

Loans have been used largely as a talking point and to assist in securing business, the matter of granting proper credit very rarely entering as a deciding factor. Warehouses are blamed for high loans that many times amount to a return of profit to the customer through advancing to him equal to his cost; some customers try to operate on a very close margin, without sufficient capital, and high loans are a necessity to them.

You as warehousemen must realize that to give loans in excess of a fair value creates a tendency to make those who are not regular dealers anxious to speculate, and they, being able to get large loans, buy more freely.

*Paper read at St. Paul convention of Central Warehousemen's Club.

Statements made within the past few months by a large operator in the produce line held the cold storage warehouse up to considerable criticism, with respect to the over-anxiousness of some houses to make unduly large loans. It was also pointed out that, because of the surplus of warehouse space on the market in the large centers, due to war-time conditions and prohibition, this space must be filled if the houses expect to operate at a profit, and that this would bring keen competition where the warehouseman would be willing to take a chance of losing money on high loans rather than seeing his house go empty.

There is no question that competitive conditions, unfortunately, often force the adoption of unsound practices, which some houses follow against their better judgment rather than see the business flocking to the other fellow. We should be ever watchful of such situations setting the pace. Unscrupulous customers have been known to cause high loans and low rates, through playing one house against another, whereas were the truth known of the facts in the case, we would find out that these so-called "better deals" were only a fiction.

Is it not about time that we, as members of an industry capitalized in the millions, take heed and conduct our business along more ethical lines?

Theory vs. the Practical

GENERALLY it has been considered that in making loans only the value of commodities offered as collateral need be checked, the warehouseman assuming, if he considered the matter at all, that in the event his customer failed, he could protect himself by selling the collateral.

The theory of this is O. K., but when the market slumps and the customer is unable to make good his margin, the situation assumes an entirely different angle. There are other weak points in loaning money, which can be studied to advantage.

As to advantages, these are all in favor of the customer. He usually can secure from the warehouse a higher line than from his banker. He has the advantage of longer hours in which to transact his banking arrangements with the warehouse, and in the end a better service for the same cost to him.

The revenue to the warehouse on loans is from the interest charged, with sometimes an additional charge for the negotiation of the paper. This is the only direct revenue. At present day interest rates and due to more or less custom, the majority of the houses charge from 6 to 6½ per cent with money averaging about one cent lower.

Amount borrowed	\$100,000	\$100,000
Six months' interest or discount at 5½	2,750	2,750
Brokerage ¼ per cent.		250
Deposit required 20 per cent.	20,000	
Trustee expense or certification of notes	100	100
Revenue stamps	20	20
Net proceeds available to loan	\$77,130	\$96,880
Other items of expense to be considered are:		
Loss of interest on discount, etc.		
Loan department supervision.		
Cost of looking after insurance.		
Approximate amount needed to break even on the interest	8½-9%	7%

If we wish to obtain a net amount for loaning of \$100,000, a sum of approximately \$128,000 would have to be borrowed if the loan were to be carried at the bank, requiring a margin deposit. If from the broker, about \$103,000.

Loaning Not Profitable Now

THE service of loaning money is not a profitable one under present conditions. Money secured from banks on warehouse paper means that a balance of from 10 to 20 per cent must be carried. This reduces the available funds for loan purposes and makes necessary a sizable working fund from some source. The expense of carrying it must be considered, and a share of administrative expense be added from which total may be deducted the revenue of interest charged, the rates charged for storage services being the same whether a loan is made or not.

Merchandise may be withdrawn and loans paid either before or after regular banking hours. This is a big advantage to the customer, and surely the matter of credit is a factor which should be considered, especially the contingent liability assumed on this class of transactions outside of banking hours.

The margin of safety on loans is reduced when the interest, storage and other charges are allowed to remain unpaid, until delivery of the merchandise, instead of being billed and collected monthly, and when loans have been made in excess of a fair percentage of the value of the commodity, without sufficient investigation of the customer's standing, it must be apparent that the loan business is not as remunerative nor as safe as it should be.

The question of insurance on merchandise on which loans are made is of great importance, and while, in the majority of cases, the warehouse looks after the insurance protection it has become a custom in some quarters to allow the customer to place his own insurance with his favorite broker, usually having the policies made out in his own name and tendering these policies to the warehouse with his simple indorsement on the back of the policies. Technically, this form of indorsement has no binding effect upon the insurance company. The customer may, if he is so inclined, cancel the policy, signing a loss certificate form to the insurance company, or the insurance company may cancel the policy because of non-payment of premium.

All of these things can happen without the warehouse being aware of it, and in the event of a loss, the warehouse company, or the holder of the note, would naturally not be covered.

The proper assignment of the policy should be in form to bind the insurance company, and in this event requires their written consent. Inasmuch as the warehouse company sets out to serve the customer with real service, and in connection with loans usually does so at a loss, they ought to be sure of their own safety, as well as the customer's, and be allowed to handle the insurance protection. In this way the policies should be concurrent and properly protect all interested parties.

Five Considerations

THE general situation, with respect to loans and credits, may be strengthened if the warehouse will handle this

matter more clearly on a sound basis before passing upon loan requests. There should be an investigation of the customer's character record. If he has dealt with you before, your own records should furnish answers to the following questions:

1. Manner of payment—has it been prompt and satisfactory?
2. Has he ever refused to pay a margin when called?
3. Has he misrepresented his affairs or the value and condition of collateral offered as a security for his loan?
4. Does he make unjust claims or is his account for other reasons in the unsatisfactory class?
5. Does the customer keep a proper set of accounts?

The kind of business in which the customer is engaged is a factor and should also be a matter of record. If the customer can be classed as a wholesaler, jobber or retail dealer—in other words, one who has in the regular course of business an outlet for the goods he will store, this, of course, should be in his favor. If, on the other hand, the customer is not a regular merchant, but does a business of a speculative nature, the account should be given more careful consideration.

A credit file should not be considered complete without a signed financial statement from every borrowing customer, and preferably one made by a responsible accountant. This statement should be dated within one year of the time of borrowing at least, and should be made on a proper form for an individual partnership or corporation, and contain much the same information as is now required by the credit departments of the large banks.

You, no doubt, have the thought in your mind that we need not go to all this trouble for answers to all these questions, and you will probably point out that the reason this information is not necessary is because loans are based largely upon the collateral.

This to a large extent is true, but the information which has been suggested here will help you to determine the desirability of the account and guide you in deciding whether the customer is one who will take care of his contracts and has not only the capital and the capacity for handling himself in a declining market, but that his character is such that he will stick with the situation and make good his obligations. With all other requirements fulfilled, you should be wary of a customer who does not measure up to this credit essential.

The signed financial statement, even though not always used as the basis of the loan, is of great value for comparison purposes and may become quite a factor from this standpoint.

The warehouse should at least have a credit file on all loan customers, and preferably on all customers requesting any kind of credit. This should include, as outlined, customer's past record; indication as to the class of business in which the customer is engaged; signed financial statement; agency reports; trade

and bank references, and such additional data as you are able to obtain.

All of this information should be gathered together and, for its safe keeping, filed in a properly organized credit file with some responsible person in charge. So much for the customer's character and capital record.

Inspect the Goods!

THERE is still another safeguard to be observed, and that is the inspection of the merchandise. A thorough examination of the commodity should be made, and you should be satisfied as to its quality and condition and should guard yourself against an over-valuation placed thereon by the customer, realizing all the time that the collateral is what you may have to rely upon in the final analysis if you allow the customer to become over-extended, and to sum up—we, therefore, have these two essential points that should be considered in making loans—first, the character and standing of the customer; second, the quality and condition of the merchandise.

The United States Food Administration saw fit to limit the loan percentage to 70 per cent, but with the war-time restrictions off, the percentage has run up considerably higher than this. Inasmuch as we are in the cold storage business primarily, and not in the banking business, it really seems as if loans between 70 and 80 per cent of the fair market value should not be exceeded.

Losses are caused mainly by the careless granting of the original credit, eager competition, lax inspection, many times no inspection at all, and then lack of supervision and not following conditions after the loans have been placed on the books.

In a general way I have touched upon the safeguards which the individual warehouse may place around the matter of loaning money.

There is a medium of watching this situation and obtaining assistance which I believe to be the most important of all, and that is the interchange of credit information among houses engaged in the same industry.

This medium brings to your desk the result of the customer's ledger experience elsewhere, and is valuable from more than one angle, because it not only gives the information of those who know, but is invaluable in revising accounts.

It helps you to check the undesirable customer and cuts down the bad debt waste so burdensome to honest business.

It gives you a line on how payments are made at other houses and is very valuable when the customer asks for extension and higher lines, telling you when the customer is over-extended, and, probably most important of all, discloses that you may be mistaken in the belief that you are the principal creditor of the customer. You may find that he is paying the other house promptly, while you have to wait for your money, and, in fact, gives you so much good information that you have the opportunity of sizing up the desirability of the account.

COLD STORAGE WAREHOUSE DIVISION
of
THE CHICAGO ASSOCIATION OF CREDIT MEN
CONFIDENTIAL

To American Warehouse Company,
America, U. S. A.

The following report is made to you as an interested member in
John Smith Company, Smithville, U. S. A.

All information received from the Credit Bureau of this Division shall be regarded as strictly confidential and for the exclusive use and benefit of the member receiving it.

How long Dealt With — Last Date	Highest Credit		Present Amounts Owing		Secured*		Method of Billing	Past Due Amounts		Days Slow	Manner of Payment	General Comments
	Loans — Date	Open Ac. — Date	Loans	Open Ac.	Loans	Open Ac.		Loans	Open Ac.			
2-3 yrs.	163000 9-1922	16500 9-1922	48500	3600	W.R. &	Mdse.	Monthly	....	2750	60	Slow for some time, im- proving under pres- sure. Reducing on each withdrawal.	
1 yr.	107000 2-1923	7600 10-1922	94800	1000	W.R. &	Mdse.	Monthly	....	....	....	Has been slow, now pay- ing each month.	
1½ yrs.	183000 11-1922	8700 1-1923	80000	4200	W.R. &	Mdse.	Monthly	....	3200	40-60	Reducing account on each withdrawal.	

The accuracy of this report is not guaranteed. Its contents are gathered in good faith from members and sent to you by this Bureau without liability for negligence in procuring, collecting, communicating or failing to communicate the information so gathered.

The above form conveys an idea of the Chicago cold storage warehousemen's method of interchanging credit information regarding their customers who wish to borrow money on stored commodities. How this works out to the advantage of the warehousemen is explained by Mr. Stokell in the accompanying text

To sum up, the information that is taken from the active ledger account discloses the customer's attitude to carrying out his contract obligations.

Plan Not a New One

THE method of interchange of credit information is not exceedingly difficult as to operation, nor is it new in other lines. There are now many industries, with trade divisions throughout the country, that maintain a credit bureau for this interchange. This information does not do away with the general mercantile agency reports, but, on the other hand, it furnishes the answers to questions not fully covered in the agency financial ratings, and, because it tells just what the customer's performance is as to his promptness in meeting obligations, etc., it affords a wealth of material for intelligent credit decisions.

In the regular interchange bureau each subscribing member is registered by a number, known only to the member and the manager of the bureau, and one of the first necessary conditions being the filing of a complete list of the member's customers. This list may simply contain the name and location of the customer.

These names are transferred to cards—one for each of the subscriber's customers, and they are so marked in code that the manager of the credit bureau can tell what subscribing members are interested in any particular account, so that when a request for a report is received in the bureau an inquiry blank may be sent to all houses that are shown to have an interest in the account inquired about. Then, upon receipt of the inquiry blanks, properly filled out by the member, the whole are collated into one report, omitting any reference to the source of

the information, one of these final reports going to each one interested.

I will read a copy of a report taken from my files, omitting names. After that I will pass it around. It shows the result of an investigation of an account we call the John Smith Co. for the American Warehouse Co. We keep adding to the records in our office. The report made up in this manner shows (report appears on this page, above):

Through cooperation with cold storage warehouses throughout the country, the service of a central bureau for the interchange of credit information can be very valuable. There are a number of related matters which could be handled for the industry in this field alone.

"Know Your Business!"

EQUALLY important for entirely different reasons is a knowledge of your own business as to cost of operation. To a great extent it is fully as essential as a knowledge of the credit standing of your customer. Your customers may all be rated A1 and your losses from bad debts nil, but unless you have made your tariffs with due regard to cost plus overhead and profit, you cannot obtain the desired results.

There is nothing very mysterious or difficult regarding the operation of a cost system; it means simply that we must allocate to each operation or department of our business the direct expenses, together with such share of indirect expenses, usually called overhead or burden, as we find to be correct in our industry, not forgetting to add a percentage for profit. The methods used should be simple; they must permit of intelligent comparison and as to the industry must be uniform.

The Federal Trade Commission, in a

report issued in 1916, referred to the problem of business existence in the following words:

"The purpose of conducting a business is to make money, and the only way to make money is to sell something for more than it costs. The first essential, then, is to know the cost. It is the belief of the Commission that the small margin of profit existing in so many of our industries is due to the ignorance on the part of the manufacturers of what their goods actually cost to produce. This ignorance causes them to make unprofitable prices, which the manufacturer who does not know his cost is forced to meet, to a large extent."

From all present appearance in the industry, this is still a good explanation of our present status, except, perhaps, that we know more about our costs than before, but lack the initiative to apply them in building our tariffs. What a study of our costs has done toward pointing out the weak spots may be illustrated by a few examples, taken at random, from my files.

Reference to classification data of commodities stored points out to us their varying space consumption. Some we find are of high density, so heavy that practical conditions limit the height of the pile, if the floor load is to be kept at the proper figure; others so light that the approved maximum floor load cannot be approached.

For the purpose of an adequate tariff which will provide the same average earning per square foot, we must have different rates to meet the conditions, otherwise our result is as explained in a comparison of two lots of peanuts, one lot in the shell, the other shelled, when stored in the same sized floor area at the same rate per cwt.

PEANUTS IN BAGS STORED ON 60 SQUARE FEET IN THE SHELL

Floor load.....116 pounds
Approximate size of lot.....50 bags
(130 pounds each).....6,500 pounds
Earnings for lot at 7c cwt.....\$4.55
Earnings per square foot......0758 per month
Earnings per square foot.
50% occupancy......0379 per month

SHELLED

Floor load.....250 pounds
Approximate size of lot.....150 bags
(100 pounds each).....15,000 pounds
Earnings for lot at 7c cwt.....\$10.50
Earnings per square foot......175 per month
Earnings per square foot.
50% occupancy......0875 per month

The next example is a revenue comparison of storage earnings on apples and eggs. In considering the resulting figures of this comparison, we should remember that of these two commodities, eggs require of the warehouseman a greater degree of care, and also that we are, in storing and handling eggs, taking care of a commodity more valuable than the apples. For the purpose of uniformity, our comparison will be made on a space of 60 sq. ft., with standard pile heights; our comparison is as follows:

1. Apples in (standard western) boxes computed at 50 pounds. Floor load, 196 pounds.
2. Eggs in cases (30 dozen) computed at 53 pounds. Floor load, 149 pounds.

Commodity	Lot unit weight	Approximate number of packages	Storage charge per month	GROSS REVENUE				Based on 50% occupancy per month	per sq. ft. per year
				On 60 square feet per month	Per actual occupied square foot per month	per year	per year		
1. Apples	11,500	230	6c	13.80	.23	2.76	.115	1.38	
2. Eggs	8,500	160	5c	8.00	.1333	1.60	.0666	.80	

Comparison of gross storage earnings on apples (standard western boxes), 50 pounds.

Apples, barrels (flour barrel size), 250 M. C. W.

	Floor Space	Floor Load	Lot Unit	Packages Number of	Storage Rate Present	Revenue
Boxes	60 square feet	196	11,500 pounds	230	6c each	\$13.80
Barrels	60 square feet	250	15,000 pounds	60	15c each	9.00

Do these few comparisons prove the worth of classification data?

Each one of those warehouses gets the results as shown on these experience blanks.

These examples, based on rates, in effect clearly show not only marked vari-

ance in the earnings, but absurdities in rate-making and should be a good argument for building from a uniform basis.

In conclusion, what is done to place our industry in a better light, both as to

public enlightenment and our own monetary benefit, may best be directed from a central trade division office.

Supervision and assistance can be given from such an office on all the important matters affecting our business, including educational work, not only among ourselves, to the end that we will know more about our credits, costs and working conditions, but that we may, through the proper kind of education, sell those that store with us the principle of service without discrimination and, finally, to overcome, through the proper kind of educational work, the prejudice which is still held against cold stored foods by many people.

The best results toward obtaining perfection along all of these lines mentioned are usually obtained from local groups under the direction of a central office, so that all efforts of the industry in this direction will be in harmony.

The 1924 Warehouse Directory

Will Be Published as Part of the January, 1924, Issue of *Distribution & Warehousing*

"Hitch Your Warehouse to a STAR in 1924!"

THE public storage industry's annual reference book, The Warehouse Directory, will be published in revised form—the 1924 edition—as part of the January, 1924, issue of *Distribution & Warehousing*.

As in the past, merchandise, household goods and cold storage warehousing companies will be given listings without cost. The listings will describe the companies' service, space and equipment—names, addresses, personnel, dates of establishment, investments, locations and areas of plants, service features such as motor truck and team service, trade association connections, etc., etc.

Each company which supplies up-to-date information especially for its 1924 Directory listing will have a boldface STAR—thus: ★—after that listing. All other companies will receive listings, but without a STAR.

In the foreword to the Directory the significance of the STAR will be made clear. Thus when the Directory is consulted, throughout 1924, by shippers who store in warehouses, by warehousemen who exchange business, and by other business interests, the presence of the STAR will, because it is indicative of the very latest information, tend to attract business.

Every warehouse company which is STARRED in the current 1923 Directory will receive a copy of that listing during September. By revising the text and returning it to *Distribution & Warehousing* without delay, the company can be certain of being STARRED in the 1924 edition.

Companies not STARRED in the current book, and companies organized in recent months, will receive 1924 Directory Information Sheets. By filling in these and returning them to *Distribution & Warehousing*, the companies will make certain of being STARRED in the new Directory.

In recent years the annual Directory has been published as part of the December issues. There are some logical reasons for the change this time—why the January issue has been selected in preference to the December number.

By incorporating the Directory into the January issue, that issue's publication date, "January, 1924," will appear on every page of the Directory, instead of "December, 1923," as would otherwise be the case.

December is the convention month of the American Warehousemen's Association. At this convention there are constructive reports and speeches which have a year-round reference value. By deferring publication of the Directory until the January issue, the high lights of these reports and speeches can be placed in the same issue in which the Directory listings appear. Unquestionably this arrangement will make more valuable the editorial contents of the Directory number, which will be on the desks of shippers and warehousemen throughout the new year.

And one feature of each Directory issue, hitherto the December number, has been a list of all associations identified with the warehouse and transport industries, this list containing the names of the associations, the names of their presidents, and the names and addresses of their secretaries. In the past, the Directory or December issue has gone to press prior to the holding of the annual elections of the American Warehousemen's Association and

the Central Warehousemen's Club, the two leading merchandise storage executives' organizations in the country. Thus, throughout the following year, the Directory often contained the names of men not in office in those associations. That difficulty can be avoided this time by publishing the 1924 Directory as part of the coming January issue.

Why every warehouse company should not only be listed but should have its listing STARRED will be told in the October issue of *Distribution & Warehousing*. Meanwhile all warehousemen should draw a few notches in their collective belt of cooperation—and be prepared to send in the desired information when the requests reach them—either in the form of their 1923 listings for revision, or on the Information Sheets—during this month of September.



"Hitch Your Warehouse to a
STAR in 1924!"

Warehousing Cooperates in September Campaign to Reduce Loss and Damage on Household Goods Transported by the Railroads

THE month of September will be devoted to a campaign which, national in scope and participated in by representatives of the warehouse industry, is unlike any previous movement undertaken by the railroads of America. The campaign has these objectives in view:

1. Reduction of loss and damage to the public's personal belongings when transported by rail.
2. Dissemination, among the American people, of information regarding the proper packing of household goods when prepared for rail shipment.
3. Education of the many thousands of railroad freight agents along the lines of proper marking, packing, boxing and crating of household goods.

Four organizations nationally known are behind this campaign:

The American Railway Association, through its freight claim division, representing the operators of the entire railroad mileage of the United States.

The American Railway Express Co., which handles a large volume of household goods over the railroads annually.

The National Furniture Warehousemen's Association, with a membership of more than 650 household goods storage companies selling service and space to the public in the United States and Canada.

The household goods division of the American Warehousemen's Association, also comprising public storage companies.

The share which the furniture warehouse industry is taking in the September campaign had its origin at the N. F. W. A. Convention in New York last January, when A. L. Green of Chicago, a special representative of the American Railway Association, addressed the meeting on the general subject of packing household goods for shipment by rail. Mr. Green talked on the same topic at the N. F. W. A. Convention at Mackinac Island, Mich., in July.

Subsequently the American Warehousemen's Association, through Joseph W. Glenn of Buffalo, a director and household goods divisional vice-president, proffered its support in the campaign and will work hand in hand with the other three organizations.

Public Ignorance Costly

ANALYSIS of conditions under which the people's personal belongings, including pianos and all sorts of household furniture, move forward from city to city by rail, has given clear indication that the public generally and many railway local freight agents in particular have little conception of the proper methods of preparing and packing for shipment.

This lack of knowledge is costly both to the public and the railroads and express companies. In 1922 more than \$700,000 worth of household goods transported by rail were lost or damaged; that is, the railroads paid out more than \$700,000 in claims for loss and damage on this commodity. The 1921 claims which the carriers paid aggregated nearly \$1,500,000. Express companies' claims on household goods in 1922 averaged nearly \$50,000 a month, according to the *Express Gazette Journal*, and nearly twice that sum in the previous year.

The fault may be said to lie partly with the public, partly with the railroads—just as the benefits hoped for from the September campaign of the four national organizations will be shared both by the public and the railroads.

How may the public be expected to benefit? And why is the public to some extent culpable for losses in the past?

SOME CONSTRUCTIVE PROPAGANDA

THE public be—educated. That is one of the primary purposes of a better-packing-of-household-goods campaign which will be conducted throughout this September by the National Furniture Warehousemen's Association, American Warehousemen's Association, American Railway Association and American Railway Express Co.

If the public can be taught to make use of the services of the "professional packer"—the household goods warehouseman—instead of turning to the corner truckman who is ignorant of proper methods of packing and shipping by rail, results will be threefold:

1. The public will suffer smaller loss and damage to personal belongings.
2. The railroads will earn more revenue.
3. The household goods industry will get more business.

This article outlines the objectives of the campaign and tells how the American Railway Association obtained publicity for it in the newspapers of the country.

Answers to these questions may be found in a news story which was prepared, on behalf of the American Railway Association, for release in newspapers throughout the United States on the first Sunday in September. This story reads in part:

"A big industry, intensively organized on a national basis, has grown up within the past decade in this country, and the public generally has known little of its development and accordingly has not taken advantage of the standardized service it offers for shipping personal belongings by rail.

"The business which has grown so rapidly is called the household goods storage industry. In a sense it is akin to the banking business—but instead of caring for the people's money it stores and handles and forwards the public's furniture when the public moves. It is a billion-dollar industry, with national, regional, State and local trade associations, organized and operating cooperatively just as many other great American industries are organized and operated.

"It is a public institution, serving the public—as shown by the circumstance that in some States it is subject to regulation as a public utility, just as are railroads, electric light and gas companies, street railways and so on.

"Those of the public who fail to take advantage of this public institution—the

household goods storage industry as represented by the National and American warehousing associations taking part in this month's campaign—are running the risk of losses which amount to many hundreds of thousands of dollars annually.

"The household goods storage executive—a service-giving unit in this billion dollar public institution—is sometimes called 'a professional packer.' And he has earned the title. Professional packing of household goods is his life job. It is a vocation based on long years of experience. Unfortunately for the public, it is a vocation of which the average householder knows little. As his knowledge increases, his losses when he moves will decrease proportionately.

"This is not theoretical. By those who have studied the problem of household goods transportation it is known to be true. Here is an example:

"Corner Truckmen" Active

"MR. HOUSEHOLDER in a certain Eastern city finds it is necessary to remove himself and family to the Pacific Coast. His proper step is to consult one of these professional packers—a household goods warehouseman of recognized standing—in the neighborhood of his Eastern residence. Perhaps, instead, he goes to a corner truckman for advice. The corner truckman, ignorant of the art of proper packing of the furniture of the home, does a mighty poor packing job on Mr. Householder's belongings. The local railroad freight agent may be one of those particular agents whom the railroads are undertaking to educate in this September campaign. If he is, he accepts the shipment as packed by the corner truckman. Mr. Householder's goods move forward by rail to the Pacific Coast. Insecurely packed, some are lost en route; others, arriving, are damaged beyond repair—belongings which perhaps were family heirlooms possessing a sentimental attachment beyond any monetary value.

"Results: for the railroads, losses and claims to pay; for Mr. Householder, losses of furniture, the annoyance of the filing of claims with the carriers—and a decision that the next time he moves he will sell his old furniture and buy new furniture at his place of destination.

"Assume that the same Mr. Householder has occasion, some months later, to move eastward. Having his previous disastrous moving experience in memory, he sticks to his decision—and sells his belongings. Second-hand furniture does not bring a great deal in the market. But he sells in order to avoid packing and shipping. When he gets to his new destination, he buys more furniture.

"Results: for the railroads, loss of revenue; for Mr. Householder, the expense of setting up a home all over again.

"For Mr. Householder, neither the experience of having lost improperly packed goods in rail transit, nor the necessity of buying new furniture which cost considerably more than the goods he sold had originally cost him, leaves him in a pleasant frame of mind. He

has a grudge, which he will probably never forget, against the railroads which lost and damaged his goods on the westward journey.

"That is why this September better-packing-of-household-goods campaign is being carried on.

"Mr. Householder will come to realize, in time, that by avoiding the corner truckman and the second-hand furniture dealer he can, if he makes use of professional service which is available, remove his home from Portland, Me., to Los Angeles, or from Tampa to Seattle with his mind at peace—certain that his belongings are going to arrive at destination intact, with piano and heirlooms undamaged.

"To give Mr. Householder that calmness of mind, the railroads of the country, as represented by the freight claim division of the American Railway Association, realize that specialized educational work among some of the local freight agents is necessary.

Instruction for Agents

"ACCORDINGLY, during this September campaign the local freight agents are being taught things they ought to know about the rules of railroad freight classification covering marking, packing, boxing and crating of household goods. They are being instructed to refuse to accept shipments of household goods which are not properly packed, either in carload or in less than carloads lots.

"The professional packers—the members of the National Furniture Warehousemen's Association and the American Warehousemen's Association—are giving their cooperation in the campaign because they realize only too well from long experience that the unprofessional, improper packing of the corner truckman reacts against their own business.

"If every Mr. Householder can be made to understand that it is possible for household goods to be marked and packed and boxed and crated and shipped by rail without loss and damage, the benefits will be spread in three ways:

"1. For the public. The people's losses will be made negligible.

"2. For the 'professional packer.' The household goods warehouse industry will get more business if the people ship instead of sell belongings to second-hand dealers.

"3. For the railroads. The carriers will get more revenue from increased volume of shipments and the claims will be minimized—instead of being from half a million to a million and a half dollars as they have been during the past few years. And similarly the express companies will get more business and have to pay smaller losses.

"It is a cooperative campaign designed to effect economy for the public, the warehousemen and the railroad and express companies.

"In the records of the railroads lie thousands of incidents illustrative of confusion, expense, loss, damage and annoyance, to carrier and the public, caused by improper packing of household goods. Here is one which resulted because a

shipment was not properly marked and is related by T. C. Ward, district freight claim agent of the New York Central Railroad:

"A Polish family moved from Chicago to a point in the West and when doing so apparently secured, from someone, packing cases which originally contained shipments consigned to the Marshall Field Company.

"The railroad agent accepting the shipment for the outbound movement neglected to see that the old marks were erased.

"The shipment reached its destination in the West. But farming life did not appeal to these people and, returning to Chicago, they made use of the same packing cases. In the return movement these were lost. The claimant stated that no amount of money could satisfy him.

"In addition to containing most of the family's winter clothing, there was in one of the boxes a statue of St. Michael. Apparently the family had placed the saint in the box to keep watch on the goods. The family had explicit faith in what the saint would do. In order to ease their minds, we told them that if all they said was true, we felt sure that St. Michael would no doubt prove a good watchman.

"Shortly thereafter we received a letter from Marshall Field telling us that they had the box in their possession. We had our representative call for it. When we arrived at the consignee's house with it there was no one at home, but it did not prove a very hard matter to open the door, and we left the box, containing St. Michael and the winter clothing, in one of the rooms.

"We never heard from the consignee, but we have often wondered if St. Michael got full credit for his watchfulness."

"The freight claim officials of the railroads will concede that the railroad agent who first accepted this Polish family's goods for shipment should have eradicated the Marshall Field name from the packing cases. No 'professional packer' among the warehousemen of the billion-dollar public storage industry would have allowed the Marshall Field name to remain on the packing cases.

"Such seemingly trifling incidents as this one of allowing an old marking to remain on re-used shipping containers are harmful to the public and to the railroads. Multiplied, the loss, in money waste, is so great that remedial measures are essential. That is why this month of September was set aside for the better-packing-of-household-goods campaign."

The A. P. Is Helping

THE warehouse industry will be interested to know that a similar story, somewhat briefer in length, was distributed to its member newspapers, some 1200 in number, by the Associated Press, the leading news service organization, the A. P. story being released in the papers of Sept. 2.

Dissemination of the two stories was part of the publicity machinery arranged

(Concluded on page 41)

How Shippers Are Insuring Warehoused Stocks

An Analysis of Practices of Members of the National Distributors' Association

WHAT are the practices of shippers with regard to placing insurance on goods which they store in public commercial warehouses? An inquiry along this line has been conducted on behalf of the National Distributors' Association by the organization's managing director, R. O. Eastman, Cleveland, by means of a bulletin-questionnaire sent to the association's member companies.

Inquiry I:

What sort of insurance policy do you carry on warehouse stocks?

Summary:

Answers to this question show that about 90 per cent of the policies are of the blanket kind, which are also referred to as floater and general cover policies. Only one of the members confines itself to specific insurance on individual warehouses, though four of those carrying blanket insurance find it necessary at times to take out additional insurance of the specific variety to cover stocks in certain warehouses.

Three of the members take out no kind of insurance policy, and the risk is assumed entirely by the member itself. Experience has shown, it is said, that this is much the cheaper way. By using care in selecting warehouses that enjoy a low fire risk rating, there is small possibility of loss or damage and it has been found less costly to replace damaged stocks in the few instances that were found necessary than to pay insurance premiums on the whole.

Inquiry II:

Do you carry only blanket policies covering all stocks in all warehouses?

Summary:

The blanket kind of policy solely is carried by almost 80 per cent of the members replying. This is said to be much the cheaper and better way. Some of the members relate experiences of the past years with policies on stocks in specific warehouses, and say the present method of carrying only blanket policies saves them much work and trouble.

The one member carrying specific insurance only, lists the ten cities in nine States where insurance is carried. Amounts range from \$9,000 to \$14,000, and rate of premium ranges from \$0.1843 at (a central western city) to \$0.7983 at

(a southwestern city). The average rate is \$0.4428, and the rate in six cities is below this rate.

Where both blanket and specific policies are carried, the members have not attempted to compare the results, so

The returns indicate that there is little or no uniformity in connection with some phases of the problem.

Shippers generally, together with the merchandise storage executives who handle and distribute the manufacturers' goods, will be interested in reading Mr. Eastman's analyses of the answers received from the N. D. A. members.

The questions and the summaries are as follows:

there is no information to be transmitted on this point.

Inquiry III:

How often and in what amounts are policies readjusted?

Summary:

With those members reporting that readjusting of policies is done, the most frequent period for doing so is monthly.

One of the members so reporting says this is done "if value exceeds net amount of policy by \$1,000."

One member says readjustment is made quarterly.

The most common period of readjustment is annually. Practically all of the members who say that this readjustment takes place once each year add that such readjustment is based on the more frequent reports of amount of stocks in warehouses—generally monthly—made during the year.

Some of the members qualify their statements as follows:

One says: "Annually, on monthly average stocks. If over or below specific insurance, adjustment is made on pro-rata basis."

Another says: "We make a monthly report on the value in each warehouse. The premium is adjusted at 90 per cent at the end of the year on the total value reported."

One other says: "We put up an estimated premium at the beginning of the new fiscal year and this is subject to revision either up or down, at the end of the fiscal year."

One member explains the situation quite fully as follows: "Policy adjusted annually as to settlement of premium. Values reported monthly covering amount of stock in the warehouses at the end of the month. Under this policy we have an initial amount of coverage based on the average of our last year's values, or such an amount of in-

COOPERATION

WHAT shippers, working together, can do in the way of exchanging distribution information through a central clearing house, is illustrated in the accompanying article.

Such a central clearing house is in operation in Cleveland under the supervision of R. O. Eastman as managing director of the National Distributors' Association, comprising shippers who distribute their products through public warehouses.

The National Distributors' Association is growing. Its membership already includes some of the leading nationally-known manufacturing companies. And it has the unqualified endorsement of those public storage executives who believe there is a common meeting ground on which shipper and warehouseman can stand together with a view to discussing frankly their common problems—and seeking solution of these problems.

Shippers interested in joining the National Distributors' Association should get in touch with Mr. Eastman at the headquarters office, 7016 Euclid Avenue, Cleveland. Dues, \$50 annually.

Drop a line to Mr. Eastman and ask him to tell you what the N. D. A. stands for and what it hopes to accomplish.

insurance as we figure will come somewhere near the average total of the stocks for the year. Then, at the end of the year an adjustment is made, the twelve months' reports being totaled and divided by twelve to obtain the average for one month. Ninety per cent of this amount then represents the amount of insurance necessary to be carried. If our initial amount is higher than this figure the company refunds a proportion of the amount of premium, but if the initial amount is lower we are then charged with additional premium."

Those members who say that no adjustment is made also add more extended statements.

One says: "In some cases we carry blanket policies covering approximate amount, or rather average amount, and keep it all the time."

Another says: "No adjustments. Value declared monthly and policy covers us to the extent of \$125,000 in any one section at any one location."

One other adds: "We do not readjust insurance policies. About three years ago we doubled our insurance on goods in all warehouses."

Inquiry IV:

Do you keep daily records of stock fluctuation in warehouses, for use at readjustment periods?

Summary:

Only about 15 per cent of the replies say that this is done, one member adding: "— and this daily record enables us to make an accurate readjustment at regular intervals." About the same proportion say this is not done, or that having specific insurance does not require it being done. The large number say they rely on the record received once a month from the warehouse, as referred to in answer to Inquiry III. One member says: "Monthly statement taken from running inventory."

Inquiry V:

How do you fix your stock valuation for insurance—on replacement value or selling value?

Summary:

Those using replacement value as a basis are in the large majority—75 per cent specifying that this is done.

The smaller number say that they use the selling value. One of these says: "We have our choice. Up to the present time we have elected to use our selling price to the jobbers."

One member omits to answer the question.

Inquiry VI:

If you carry blanket policies, are the rates promulgated on the average rate on all warehouses?

Summary:

Of those carrying blanket policies, 50 per cent say they pay an average rate on stocks in all warehouses.

One other member explains that his rate is somewhat higher than the average rate but considers this to be fair owing to the great variation in quantities

of goods stored at different times.

Others say simply that the rate paid is not the average rate.

One member who carries a General Cover Binder says: "A special rate is quoted on individual warehouses according to the rating placed by the Underwriters."

Another member, who formerly carried separate policies on individual warehouse stocks, says their present system of using a blanket floater only is much

NEW MEMBERS IN THE N. D. A.

ELECTION of three new members in the National Distributors' Association, comprising manufacturing companies which route their goods through public storage warehouses, is announced by the organization's managing director, R. O. Eastman, Cleveland, as follows:

California and Hawaiian Sugar Refining Corp., San Francisco. Representatives: A. A. Brown, sales manager, and Sidney Ballou, general counsel. Company manufactures refined sugar, which it distributes through 100 public warehouses.

Hygienic Products Co., Canton, Ohio. Representatives: R. E. Whippy, traffic manager. Company manufactures sani-flush and whisk closet brushes, which it distributes through 35 public warehouses.

Lamont, Corliss & Co., New York City. Representatives: Robert H. Cory, vice-president, and B. W. Black, auditor. Company is agent for Peter's milk chocolate, Pond's extract and specialties, cream of wheat, and Kneipp malt, a coffee substitute. The company distributes through 12 public warehouses.

more satisfactory. He says the rate now paid on this form of insurance is the result of competition among the companies for his business. He adds: "The rate we originally had on this coverage was \$1,000 per hundred, which under close buying has been gradually reduced to 65 cents and is the rate we now have. We have approximately 25 transfer points that are covered in this way and have found it to be one of the most satisfactory forms of insurance yet obtained."

Inquiry VII:

If you carry blanket policies, is the amount of insurance that of the maximum amount in any one warehouse or the sum of all stock in all warehouses?

Summary:

The replies are about equally divided as regards the manner in which the insurance is carried.

Of the number who say the amount carried applies to the individual warehouse, one of the members makes the following explanation: "The maximum amount specified for each warehouse is a liberal amount and protects us fully. We could either decrease this maximum for a single house if we wished and it would only very slightly affect the rate."

Among those answering "Yes" to the second section of the question, one member has this to say: "This policy is for \$100,000, with a limit of \$20,000 in any one warehouse. All values over are covered with specific insurance."

Inquiry VIII:

Do you carry transportation policies?

Summary:

Of those replying, 65 per cent say they do not carry any sort of transportation insurance, though none of them explains why he does not do so.

Of the number who say they do carry such insurance one-half say only "Yes," while the remainder qualify their answers by saying that it applies only to goods transported by water.

Inquiry IX:

Are various forms of policies written to cover such stock, such as fire and theft, sprinkler leakage, etc.?

Summary:

Of those carrying insurance, 45 per cent say the risk applies to fire only. One member says "Yes."

Where sprinkler leakage insurance is carried, it is generally included in the policy covering loss by fire, one reply stating that "there is a sprinkler leakage cover and the premium is adjusted the same as the fire risk." About 50 per cent of the replies say they have this latter form of insurance.

No member makes the direct statement that theft insurance is carried. The absence of this kind may be due to the reason given by one member, who says: "We have had theft insurance offered to us but in our case it is not worth thinking about, based on our past experience."

Inquiry X:

What coinsurance classification is carried on these policies?

Summary:

Practically 95 per cent of the replies stated that there is no coinsurance clause in their policies and that the insurance is, therefore, 100 per cent. Some were content with limiting their answer to the word "None."

One member answered as follows: "No coinsurance classification is necessary with monthly reporting of values and annual adjustment of the average of these monthly values."

Another gives his answer as "80 per cent."

Conclusion

SOME of the following comments may be interesting. Here is what a non-insuring member has to say:

"At the present time we are carry-

ing no insurance whatever on stock in warehouse or on stock in transit.

"Up until a couple of years ago this company carried a blanket policy. This policy carried an average rate, or rather the premium was fixed on the month's average of stock in various warehouses. In order to take care of the variations it took a lot of work, making reports to the insurance company and checking their bills.

"With a few exceptions we have selected warehouses with a minimum fire risk and, with stock distributed over the country well protected and with small amounts at each place, our hazard is re-

duced, and in case of fire it would mean a small loss and could easily be replaced or customer in this territory supplied from our closest point. Of course, at the factory we carry ample insurance to cover equipment, raw material and finished products, but we figure that in the long run, and based on experience for the past ten years, there is a saving to carry your own risk on warehouse stock."

Others comment on what is to be gained by an exchange of conditions that prevail in the matter of insuring warehouse stocks, as follows:

"If the National Distributors' Association can inform us of any improved

way of insuring this stock, we shall be glad to hear from them."

"We note that you will tell us all about the insurance situation when you get the replies to your circular. The writer is very much interested in knowing how many replies you get. We believe if your members will put their cards on the table, you will be able to accomplish something."

"Our insurance department would be very much pleased to receive and digest some of the replies which you receive on this subject from the various members."

Here Are

Three Novel Installations in Furniture Warehousing

By K. H. LANSING

ECONOMY in construction, both as regards cost and amount of space occupied, and flexibility in use and efficiency in handling, are outstanding features of a new type of rug room installed by Buell G. Miller, president of the Miller North Broad Storage Co., in the warehouse of the concern at 5301 Germantown Avenue, Philadelphia. It is the intention of the company ultimately to have a rug room of this kind in each of its three other warehouses.

The basis of the plan is the storage of rugs of various sizes in a dust-proof, moisture-proof and insect-proof vault, rolling them on especially strong and economically made poles suspended by hooks caught in long chains de-

pending from overhead trolleys, instead of placing the rugs for each customer in a cubby-hole compartment, or long bin of arbitrary size, or in any other way hitherto employed by the trade.

It may be said at the outset that it cost the company approximately \$100 to arrange this special rug room, whereas the usual cost to the company of preparing and constructing a rug department of conventional type has been in the neighborhood of \$300. This shows an appreciable saving in the initial cost.

Virtually all the work on the apparatus required for the new room was done in the warehouse shop by the company's own expert machinists and carpenters.

The Methods

BEFORE being stored all rugs are cleaned, camphorated, wrapped in tar paper and then inclosed in a final wrapping of heavy kraft paper and tied. Owing to the manner of storing the rugs on the poles there is no lost space. Long rugs, short rugs and rugs of several sizes belonging to a customer may all be rolled on the same pole if necessary. It is customary to roll the short rugs for a customer at each end of the pole on which his longer rugs are rolled. The standard sizes of rugs include those 9 by 12 feet and 6 by 9 feet. Very small rugs may be rolled inside the larger ones.

A pole can accommodate a rug 15 feet in its smallest dimension. Originally all the poles were made 16 feet long, but some were cut in half for the short rugs.

Owing to the suspension storage method, it is not necessary to move any but the bundle of rugs that is to be re-

THREE TIPS:

HOUSEHOLD goods warehousemen will be interested in three installations described by Mr. Lansing in this article, at plants of the Miller North Broad Storage Co., Philadelphia.

One is a new type of rug room, where economy, flexibility and efficiency are assets. Another is a sheet steel trunk room. The third is a canopy, or awning arrangement, which serves both to protect patrons' goods and as an advertisement for the company.

The storage executive in search of new ideas should get something worth while out of Mr. Lansing's text.

moved or put into place. The advantage over the usual cubbyhole method of storage is at once obvious. No one bundle takes up any more space than it actually requires, and if all the space in the room is not needed, chains may be pushed to one side. Rugs can be stored on both sides of each set of chains.

The room will hold one hundred bundles of rugs with five sets of overhead trolleys and fifteen chains. There are three chains to a set, and the chains are suspended 7 feet 6 inches apart. The idea of the middle chain in the set is to take up the length so that short rugs may be hung in bundles by themselves when it is so desired.

It is customary to store rugs on a pole to a diameter of one foot as a maximum for the roll, and the basis of the charge is for time, material, the diameter of the roll and the length of the pole used. There is a regular charge for cleaning,

which is, however, not done on the premises.

Lengths and Cost of Poles

WHEN a customer informs the company that he has a large number of rugs to be stored, the estimator calls and gets an estimate on the number of rugs, their size and the number of poles to be used. The ordinary cubbyhole rack for rugs has holes one foot wide and 12 feet deep, with a charge for the space occupied.

The poles on which the rugs are stored were made in the company's shop, of ordinary white pine packing lumber without knots or blemishes, ripped into half-lengths and nailed together in three layers for each pole, the nails being ten inches apart and the resultant poles being unusually stout, resisting great weight without breaking.

Each of the longer poles, as already stated, is 16 feet in length. The edges are carefully planed off three-fourths of an inch, so as not to wear, or cut into the rugs. The pole, while not round, has no edge to work injury to the customers' goods.

The ordinary poles for rugs cost \$1 apiece. Those made at the Miller warehouse do not amount to any such sum per pole, even counting in labor and material.

The chains are 14 feet long and will take twelve hooks on each side, if rather small rugs are being stored, so that their diameter is not too great when rolled. These chains, depending from the trolleys, which are fastened to the ceiling with $\frac{5}{8}$ -inch expansion bolts, are of $\frac{3}{8}$ -inch round, refined iron. The links are large enough to admit a $\frac{7}{16}$ -inch bar. The trolleys are equipped with roller bearings and the trolley hangers are $3\frac{1}{2}$ -inches by $\frac{1}{2}$ -inch, as are the tracks.



Miller North Broad Storage Co.'s
rug-storage method

The hooks to be inserted in the chains are of cold steel, $\frac{7}{16}$ -inch hammered, and are 16 inches in the straight piece and 12 inches long when bent into hook shape. Slings of ordinary webbing, looped beneath the bundles, are also used to help the chains sustain their weight. This webbing is fastened to the chains. The distance from the first chain of a set to the third chain is 15 feet and, as the long poles are 16 feet, this allows six inches, of course, to spare at each end of the pole.

Ordinarily, twenty-four bundles of two rugs each to a pole can be accommodated comfortably on a set of three chains. The rugs are wheeled into the rug room on a truck and the heaviest bundles are placed at the bottom of the tier when it is possible to maneuver this. Two men can easily lift any poled bundle to a height of six feet. Beyond this, a ladder is called into play, and the pole end is rested in the hooks carefully, at the desired height.

There are no lights in the rug room. There are electric lighting system plugs on the surbase in the hallway, outside of the rug room proper, and an electric lamp is introduced into this inclosure by means of a string-light.



Canopy, designed to protect customers' household goods against the elements,
used by Miller North Broad Storage Co.

Sheet Steel Trunk Room

ANOTHER new idea is the recent installation in this warehouse of a sheet steel trunk room in the piano department, affording space for about ninety-six trunks of ordinary size. This room is 8 feet 9 inches high and 12 feet wide and 17 feet long, the flooring and shelving being constructed of steel plates of 14 gage, each plate being about 36 by 42 inches. The sides of the room are built of 1/32-inch steel of 23 gage, and 3 by 4-inch angle irons are used.

The trunk room, whose steel plates are bolted together, is erected on iron supports 5 feet 3 inches high, so that an ordinary upright piano may be moved thereunder with plenty of room to spare. In fact, pianos are stored here.

There are ten steel plates at the top and the same number for the flooring of the room. There are two aisles in the trunk room and four shelves of steel. The plates forming the sides are 36 inches wide and the aisles are 30 inches wide. The shelves are placed so that an ordinary wardrobe trunk may be stored thereunder on end.

The plan is to pile the trunks of standard size, or 32 to 36 inches high and 18 to 22 inches wide, two high, under and on top of the shelves; or three high wherever, in each group, is a steamer trunk. Naturally, the lighter trunks are placed on top.

There are two sheet steel doors giving on the aisles, and each door is equipped with three hinges.

A rough estimate of the cost of the trunk room is \$300.

The trunk room, being in the piano department, is kept at a temperature of 50 degrees. The steel construction of the trunk room makes it fireproof as a unit.

Novel Use of Canopy

ANOTABLE device used by the Miller company is a canopy, or awning arrangement, on a trestle-like frame, which, when set up and in use, looks much like the formal canopy used in weddings and at the women's entrances to hotels for privacy or for protection from the elements. The storage company uses its canopy to keep the rain or the snow from its customers' household goods, and it serves as a good advertisement of the care that is taken in moving.

In its principle the canopy frame is like that of the standard porch swing, only its leg-supports are placed considerably farther toward the base.

The device consists of four legs and a cross-member at the top, two legs being at each end of the cross-member and each pair of legs equipped with a side-support which, 4 feet long, folds up alongside the leg to which it is bolted, the free end locking over a bolt head on the opposite leg when the frame is set up.

There is a double locking device, somewhat similar in nature, connecting the top cross-member with the legs on each end, at the acute angle, the free end of the folding catch slipping over a bolt head when the legs are in position.

Such a "set-up" constitutes a section,

when used in connection with the canopy material, which will be explained shortly. The cross-member connecting the two pairs of legs at the top is an iron bar 9 feet in length and each of the legs is 8 feet 6 inches long. They are made of 1 1/2-inch by 3/16 angle irons. The locking device and the leg supports on each side are unhooked from the opposing bolt-heads and slid back when the frame is to be folded up and the legs are squeezed together and laid back along the cross-member, so that the entire frame forms a connected bundle, 9 feet long, of five pieces. Thus it is seen that the frame itself comes in 9-foot sections.

The company has a number of sections, so that the canopy may be erected from the door of almost any property to the street curb, permitting the conveying back and forth of household articles while they are wholly protected from inclement weather—and from the stares of the too-curious.

The canopy itself, which is made of stout, khaki-colored awning material, comes in 18, 12 and 9-foot sections.

The method in assembling frame and canopy is to make fast with ropes two ends of the first section to the customer's porch or entrance to his place of business, at the height of the cross-member, erecting the whole first section. Then the "ceiling-piece," which goes over the cross-member, is drawn on, so that the seam comes in the center. This piece falls over the further end of the cross-member for a length of 14 inches and over the sides for a distance of 2 feet.

These sides have the edges perforated with stout metal eyelets for lacings; and a correspondingly eyelet-perforated breadth of the material, 9 feet, to extend from one set of legs to the next, is laced securely thereto on either side, hanging down for a distance of 4 additional feet. The sides are lettered in attention-arresting black with the Miller company name and addresses.

It takes a man used to handling the device only about twenty minutes to set up sections for thirty feet of canopy.

Piano Room

AT the West Philadelphia branch, Fifty-second Street and Baltimore Avenue, where a big addition has recently been completed, virtually doubling the storage space of that warehouse, and conforming to it in general architecture, completing the unit, there is an especially fine piano room with heating facilities, located on the mezzanine, seven feet high.

The place is equipped with a watchman's alarm system, affording the lowest rate of insurance in Philadelphia, and there is a notable yard with a retaining wall; in this yard vans may be unloaded on a platform level with the floor of freight cars, thereby adding efficiency and speed to the work.

Warehouse for Grove City, Pa.

A household goods storage plant, two stories, 90 by 120 feet, is being erected on Broad Street, Grove City, Pa., by A. E. Hosack & Son.

New Ford Trucks Promised

A 2 1/2-ton truck with a Fordson engine as the power plant is expected to be added to the line of the Ford Motor Co., Detroit, late this year. At the present time executives are not prepared to disclose plans for this new model which are held in abeyance pending the introduction of the new one-ton truck, equipped with cab and body, deliveries on which will start the latter part of September, or early in October.

Present indications are that the heavy truck also will be built complete with body so as to permit of low delivery costs of a complete vehicle to the purchaser. As in the case of the light truck, there will be a standard convertible body. For requirements where the standard body would not be suitable the purchaser will consult as formerly the commercial body builder.

The improvements in design recently made on the Ford passenger cars have been extended to the 1-ton trucks. The distinguishing feature of the new line is the higher radiator and hood, together with the apron that extends from the lower part of the radiator and completely hides the front cross member of the frame. This apron is attached to the fender aprons on either side, giving a less detached appearance than before. The radiation surface of the Ford radiator is 10 per cent more than in the older model and this is said to maintain a more satisfactory temperature of the water for delivery service.

No changes have been made in the prices on any part of the line.

New Garage Light

The Peoria Overhead Washer Co., Peoria, Ill., has placed on the market a new garage light, price \$20 not including globe. The lamp is so constructed that the rays from it may be thrown in any position in order to enable the mechanic to have free access to his work. It can be adjusted within 6 inches of the floor, its maximum height is 6 feet, and it is equipped with 25 feet of Simplex rubber-covered cable which, greaseproof and waterproof, is wrapped around a metal reel to take care of the slack not in use.

One-Man Truck

The Handy Equipment Co., 201 Lehmann Building, Peoria, Ill., is producing the Handy Andy Truck, a combination one-man truck and levers on wheels, which is adaptable to warehousing and is already being used at the plants of the Soo Terminal Warehouse, Chicago; Pioneer Fireproof Storage Warehouses, Brooklyn; Baker Transfer & Storage Co., Billings, Mont.; United Warehouse Co., Seattle, Wash.; Tulsa Storage & Transfer & Storage Co., Tulsa, Okla.; Eyres & Seattle Drayage Co., Seattle, Wash., and Merchants Warehouse Co., Peoria, Ill. Capacities are 1000 pounds for Type A and 1500 pounds for Type B, the respective shipping weights being 50 and 65 pounds.

TWO BITS

Vol. IV. No. 3

A Bit Here, A Bit There

Gotham, September, 1923

A Dastardly Exposure

As *Two Bits* announced recently, Ye Ed. has taken up the elderly gentleman's game denominated "golf." Some observing storager who has watched our peculiar style of play has exposed same in a letter to *The Furniture Warehouseman*, the N. F. W. A.'s official publication, and you might call it a truthful expose.

The F. W. publishes, under the yellow-journalism headline, "Space-Saving Rewrite of 500-Word Golfing Anecdote by Conditional Contributor," the following:

"The chairman of the grounds committee roared at my cousin, Kent B. Stiles, addressing his ball on the first tee:

"Get back to the teeing-line! That's what those markers are for."

"Yes," said Kent meekly, 'but this is my second shot.'"

Whoever contributed that to *The F. W.* is no cousin of ours & henceforward is our deadly enemy—but we are willing to admit that that is about the way we play golf.

A Loco Mobile Suggestion

D. L. Tilly, the Gotham Dock Co. v. p., sends us a good idea which we are going to spring on Bill Ford, the Dallas storager, the next time Bill runs for prexy of the Texas storagers' assoc'n or the Central storagers' club.

"One of the leading Gotham newspapers, in discussing the recent agitation of Henry Ford for President," D. L. writes to *Two Bits*, "inquired as to whether, in the event of his obtaining that office, he would be a flivver or a Lincoln. It seems to me that this same line might well be made the subject of an appropriate article in *Two Bits* by using the same analogy as applied to our barrister-pedagogue-warehouseman friend of Dallas. Here are the words, now write your own music."

News Items

Geo. Lamb, the 'Frisco storager, has been elected a director of his local Chamber of Commerce, but we have not yet ascertained what salary the job pays.

Charley Milbauer promised to send us a booklet telling all about the Shupe Terminal Corp., of which Charley is now mgr. over in Kearny, N. J., but for reasons we do not know of he did not send it. Shoot the Shupe, Charley.

Atlantic City, N. J., & Hartford, Conn., are on our Sept. itinerary. We mention this in case there are any 18th Amendment Reception Committees extant in those neighborhoods.

Len Snow, the lux & rinso traff. mgr., was a comer to *Two Bits*'s office in Aug. Len luxes and rinsoes in Cambridge, Mass.

If you are a storager don't forget to have your co. properly listed in our 1924 Warehouse Directory, which will be part of the Jan., 1924, issue of *Two Bits*. You should now turn to page 11, but after you have done so you should come back & read the rest of this *Two Bits* page providing you are of the type who don't care what you read.

If it is a waste of time for you to read what is on this page, how about our time while we are writing it? That is a problem we had not thought of before & we will probably send out some questionnaires to you on it. If you waste your time answering them, how about our time while we are reading what you have to say about it?

Our Optical Department

Ye Ed. has finally reached that point in life where we got to wear tortoise shell googles when we sit down to write *Two Bits*.

It does not bother us any now that we have finally got used to our office type-writer slanting from S. E. to N. W. diagonally upwards, tho for a time we were afraid we would have to have a special chair made with the seat slanting from N. W. to S. E. diagonally downwards on a/c of the keys not being where we thought they were supposed to be. But there are 2 problems which still perplex us somewhat and we will enumerate them, 1 and 2, as follows:

1. What does a man who is exceptionally near-sighted do when he wants to cleanse the lenses? In other words, if he is so near-sighted that he can't see anyhow without the aid of specs, how can he see to clean the specs when he has them off his nose?

2. And if he can't see good enough so that he can go without wearing specs, how is he to know when there is dust on the inside of the lenses when the lenses are the other side of the dust?

Maybe after we have been wearing ours awhile we will be able to see the answers to these problems ourself without any letters from men in the industry giving explanations, but if anybody meanwhile has any theories to advance we will be glad to publish them and thereby perhaps do a service to those who have not yet finally reached the point in life where they got to wear tortoise shell googles.

Our Poem Department

It seems that real poets are absentees from the storagers' industry. Now & then somebody sends in verse which is sublime and imperishable, tho usually a bit dismetered, & then comes a long hiatus, you might say, and this Department gets sadly gibré.

Well, as announced recently in *Two Bits*, we sent a cablegram to our Big Erother down in Buenos Aires, begging him for more of his foolish rhythmic effusions similar to those of his which we have published from time to time. Well, just as this mo.'s *Two Bits* was about to be rushed to press, in comes dashing Izzy Schulmann, our never-lazy office lad, with a letter from B. A., and it contains the following from M. N. S., composed while he was in Guleaguay, Argentina:

*The folks down here in Guleaguay
Are just the same as you and ay.
They eat and drink and sleep and day
And uander wats the use and uay
There's nothin' new in Guleaguay.*

Any warehouseman who has a Spanish guitar in storage ought to be able to manufacture his own music to go with the foregoing.

More News Items

Nobody is writing in telling us where they are vacationing. It is pretty hard to fill this page each mo. without some contributions. . . . Alf Jackson, the Detroit storager, has gone to Soo, Mich., on a/c he is trying to avoid his usual hay fever & is having *Two Bits* follow him. . . . News are scarce at this writing. . . . Alt Greeley, the Cleveland storager, vacationed at Meredith, N. H., in 1922, but we have not learned where he went this summer. . . . W. Halm, the Gotham dock co. prexy, vacationed in Maine this summer but we do not recall where he was in 1922. . . . News continue scarce. . . . We got a letter the other day from Bill Ford, the Dallas storager, but there was no news in it, which does not help fill this page. . . . It costs only a 1-ct postal to tell us where you are vacationing—why not tell your friends where you are unless you owe them some money & don't want them to know? . . . Editing a paper like *Two Bits* is no cinch when nobody helps you. . . . Pat O'Connor, *Two Bits*'s Eastern advertising-salesman, was to Cape Cod on his vacation but did not stay long on a/c there were no bathrooms in the hotel he was at, which we never knew Pat to be so particular before. . . . *Two Bits* will be published as usual next mo. (Oct.) if we get some contributions.

EDITOR'S PAGE

Mr. Harding's Legacy

WAREHOUSING, remembering Warren G. Harding, recalls that the late President was not unaware of the public storage industry's place in American business. Writing on this subject, on Nov. 27 last, to W. W. Morse, president of the American Warehousemen's Association, Mr. Harding said in part:

"Without doubt we are on the eve of economic development in the country which will give to this already important business a new and still more significant relationship to the national interests. The entire question of storage and warehousing, of financing based upon warehouse receipts and the like, is of the most intimate relation to a very broad array of economic concerns. I sincerely hope that your annual gathering may be productive of consideration calculated to illumine this set of problems."

Later, after Mr. Morse had informed the President that the American association had adopted a standard form of negotiable warehouse receipt, Mr. Harding wrote to Mr. Morse, on Dec. 29:

"I am glad that the convention was able to accomplish so useful a piece of practical work. It was exactly the sort of thing that I hoped might be forthcoming and I hope that it will prove a useful contribution to the legislative efforts that are now going forward."

It was inevitable that the conditions of American business in the period immediately following the World War should place upon Mr. Harding's Administration the obligation and burden of fostering the economic development of which he speaks in his letter to Mr. Morse. That burden the President unquestionably had in mind when selecting his Cabinet, and his choice of a Department of Commerce head was influenced by a wish to pick out a man capable of carrying out liberal policies in cooperation with the business interests which would benefit by the economic development and which would be allowed to share in shaping it for the country's general welfare. How liberal have been those policies, and how close has been that cooperation, in the course of Mr. Hoover's activities as Secretary of Commerce, trade association executives in all lines of industry have come to know.

In a sense, Mr. Harding has bequeathed to public warehousing something which our industry had never known before: a direct and personal contact with the Department of Commerce.

That contact was established some sixteen months ago when a selected group of nearly forty representative leaders in warehousing met with Mr. Hoover

in Washington and set up machinery for simplifying certain forms commonly used by commercial storage companies and the national distributors. On that occasion Mr. Hoover said to warehousing:

"Uniformity in receiving reports, stock reports, monthly reports, over, short and damage reports, notices of arrivals of shipments and other documents necessary in the transaction of warehouse business, would facilitate economy and convenience in your operations in much the same way that legal tender facilitates the operations of exchange. . . . Moreover, the universal acceptance and use of such common denominators not only facilitates credit procedure but removes opportunities for irregularities and complaints and in all ways warrants your further efforts step by step toward arriving at a higher collective efficiency in your industry and in the general processes of distribution."

Those "further efforts step by step" are still in progress, for the Greeley committee on simplification of forms has the situation well in hand and hopes to present something constructive in a report this coming autumn. What will happily result, when the Department of Commerce has ultimately placed its endorsement on the forms as simplified, will be one phase, brought to fruition, of that economic development which President Harding visualized.

What Mr. Harding bequeathed to warehousing, the new Chief Executive, Mr. Coolidge, has, fortunately, not destroyed. Mr. Hoover remains in office and his Department's Division of Simplified Practice continues without interruption its cooperation with the various trade associations, our own included. Warehousing is to be congratulated that this is so.

An Institution

EFFORT and influence, publicity and propaganda, will be employed by the business and editorial staffs of *Distribution & Warehousing* during the coming few months in a campaign to have 100 per cent of the public warehouse executives of the United States and Canada consider it worth while, in their own interest, to make certain that their companies will be properly and adequately represented in the forthcoming 1924 edition of the Warehouse Directory.

The millennium will be reached when 100 per cent of the men of any given industry respond with replies on questionnaires sent to them on any subject whatsoever. On that, one has no illusions.

But it may be possible this year more closely to

approach 100 per cent than ever before. And that is what the publishers of the Warehouse Directory are aiming at. With our industry's cooperation it can be done.

The wheelhorses of warehousing, the executives who have been long in the business and who are familiar with what the Warehouse Directory is and what it means in the development of their particular line of commerce—those men do not have to be urged, requested, invited, cajoled and verbally bullied into preparing representative, comprehensive, service-describing listings for printing in an annual volume published in their own industry's interest.

Those men "come through" promptly each year with the information asked for. They do so because they know the value of the availability, for themselves and their shipper-customers, of a reference book of the character of this annual Directory.

Experience has made them know that the Warehouse Directory builds business for warehousing.

They have a sense of pride in the knowledge that their industry possesses such a Directory, and in the fact that they are doing their share toward making the Directory of real value to their fellows, their customers and themselves.

Visualizing that value, they regard as nothing less than a privilege this opportunity to tell briefly to the distributing and transporting public each year what they have to offer in the way of space, equipment and service.

The 1924 Warehouse Directory will not differ materially in character and physical makeup from last year's edition. It will be issued in January instead of December, for reasons set down elsewhere on these pages. If our industry proffers cooperation in fuller measure, relatively as it did last year in comparison with the previous autumn, it will be a bigger Directory, and a better one, than any edition hitherto published. That fuller measure is urgently solicited.

Much of the preliminary work in the publication offices is already well under way. Chambers of Commerce and kindred organizations throughout the country have been cooperating and will continue to give desired assistance. Early in September each warehouse company **starred**—thus: ★—in the 1923 Directory will receive a copy of its 1923 listing and a letter requesting the company to revise the listing, so that it will be correct in every detail for the new Directory, and return the listing to *Distribution & Warehousing*. Those who do this will again be **starred** in the forthcoming edition.

To the uninitiated it may be explained here that a **star** after a company's name means that the information in the accompanying listing has been brought up to date especially for the new Directory.

Those companies not **starred** in last year's edition, and all companies organized since the publication of the 1923 book, will receive Information Sheets. By writing the answers to the inquiries thereon the companies will be assured of **starred** and representative listings in the 1924 Directory.

For the warehouseman, the physical labor is trifling. It costs nothing to receive a listing, **starred** or

unstarred. But it is the listing that carries the symbol ★ in the 1924 Directory that is the more apt to attract new business in 1924.

The Warehouse Directory is more than a directory merely.

In the public storage business it is an institution.

Authors Wanted

THERE are hundreds of business journals, commonly called "trade papers," in this country whose editors know nothing about the public commercial warehouse as an agency in distribution.

Some day warehousing as an industry is going to set up and operate the machinery for telling those editors what it is all about—and enabling the editors to pass the information along to their readers in many lines of industry. The editors of the sugar trade papers are going to be told what public warehouses can do, economically, in distributing sugar, and they will be glad to have constructive "copy" on the subject, so that they can get something across to readers which is new to many of them. The editors of the cereal trade papers, the canned goods trade papers, the drug trade papers, the soap trade papers, the hardware trade papers, and of literally dozens of other business journals are going to receive "copy," prepared by a warehousing "central information agency," or whatever the name may be, of informative character, intelligently written, carefully edited, and so general in phraseology as to be wholly free from anything that smacks of propaganda or publicity on behalf of individual storage companies or executives.

When the day comes, as it ultimately will when warehousing becomes more compactly organized than it now is, for that "central information agency" to be created, big business in America will discover that the warehouse is more than a mere four-walled building where stocks are stored. It is going to learn, in part through the "copy" supplied to the trade papers, about the warehouse in relation to distribution, service, financing, economics.

An example of what can be accomplished through the instrumentality of the business journal is the article by Mr. Buchanan, published recently in *Automotive Industries* and reprinted elsewhere on these pages. Mr. Buchanan placed something concrete, illuminating, constructive, before the tire manufacturers on the subject of warehousing tires.

Sugar journals would carry similar articles, rightly written, on warehousing sugar. And so with the cereal, canned goods, drug, soap and hardware papers.

Together, such articles would sow seeds of warehouse economy in fertile distribution fields, and in time the harvest would be new business in places where it now potentially exists but remains undeveloped through lack of initiative—or, if you will, through lack of cultivating machinery by warehousing as an organized industry.

Union Storage Co.

Erie, Pa.

What's What

LVI

THE new warehouse structure of the Union Storage Co., Erie, Pa., has been virtually completed. It is located at Fifteenth and German Streets on the New York Central Railroad and is of reinforced concrete and sprinklered throughout. It stands eight stories high with basement, and is 78 by 140 feet.

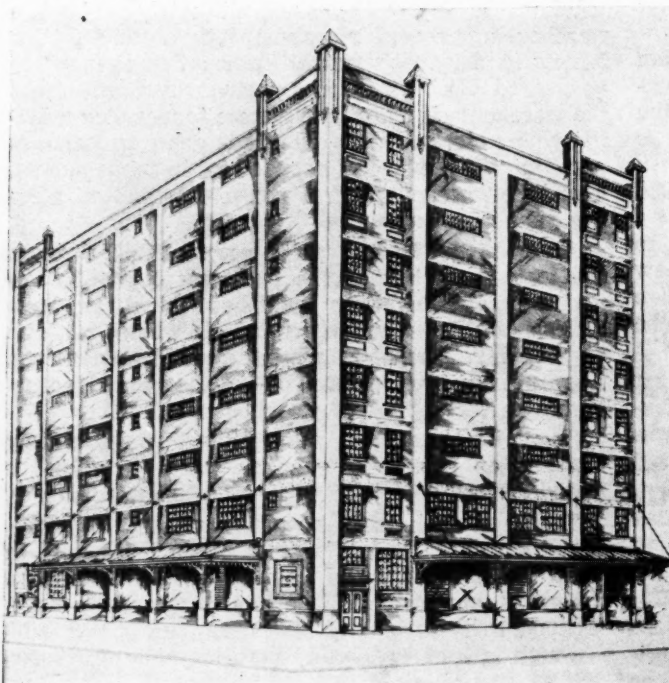
The first floor has delivery platform space for fifteen teams or trucks at one time. The company's offices are so arranged that all departments are directly connected and the house superintendent's office has a clear view of the three service elevators and the entire platform.

The refrigerating equipment, which is electrically driven circulating brine system, is located in the engine room, which runs from the basement up through the first floor.

The track platform is on the second floor, and ample space has been provided for sorting and accumulating carload shipments. Seven brokers' offices, a fur storage vault, especially designed, and two cooler rooms for short hold cold storage commodities make up the balance of the second floor.

The fourth, fifth, sixth, seventh and eighth floors are typical. The space on each has been divided for cold storage and general merchandise use. The cold storage sections are equipped with heavy insulation and piping, being divided into completely separate units for every two floors with six inches of cork, in this way making possible variations of temperatures, in each unit, of from ten degrees below zero to fifty degrees above.

Two elevators, each nine by eleven feet, and with capacity of 6,000 pounds and a speed of 200 feet a minute, and one elevator, nine by twenty-two feet, with capacity of 12,000 pounds and a speed of 150 feet a minute, all with automatic push button control, serve the warehouse from basement to roof.



Telecall, watchman's clock and house telephone systems have been installed throughout the plant, and the latest type of warehouse equipment is being used.

Additional ground, adjoining the present unit on the east, is owned by the company and is available for future expansion.

The operating management of the Union Company is headed by William J. Hogan, who is president also of the Ninth Street Terminal Warehouse Co., Cleveland; Indiana Refrigerating Co., Indianapolis; Indiana Terminal Warehouse Corp., Indianapolis, and Cincinnati Terminal Warehouse Co., Cincinnati. U. A. Gamble is general superintendent of the Erie house.

in New Buildings

LVII

Eldredge Chelsea Fireproof
Warehouse Co.
Atlantic City, N. J.

ATLANTIC CITY is to have a \$400,000 modern fireproof furniture warehouse, to be erected on Atlantic Avenue, near Hartford Avenue, by the Eldredge Chelsea Fireproof Warehouse Co., identified with the Eldredge Express & Storage Warehouse Co., of which Willard Eldredge, president of the New Jersey Furniture Warehousemen's Association, is president.

The new plant, in a group which includes Masonic Temple and the High School, will face Chelsea Park. About 400 feet distant is the famous Board Walk, and the avenue fronting the site is a commonly used motor highway.

The front exterior will be of cream-colored glazed terra cotta, with the name of the warehouse and a massive "E" finished in gold leaf. The architectural style will be Italian in character and ornate, as is typical of this style.

Entering the bronze door, located at the center, and passing through a vestibule finished in Caen stone, one will enter a decorated office, through which will run a marble counter separating the customer's space and the office force section, the latter being raised slightly above the former and desks to be arranged at right angles to the counter.

In the rear will be two private offices, drivers' counter, lavatories, etc. A large burglar-proof silver vault will be prominently located in the general office.

Spacious show windows on first and second floors will give a view to the interior and form a piano room display on the second floor.

On the fourth floor will be a refrigerated, burglar-proof fur and rug vault, built with cork-lined walls, floor and ceiling, open fur and rug racks, ventilation ducts, etc. This space will have a temperature at all times that will not exceed 28 degrees. It has been estimated that rugs worth a million dollars are left on the floors of Atlantic City's Summer homes each Winter because of lack of proper storage facilities.

In view of the insurance rates prevailing in New Jersey, the new warehouse will be equipped with an automatic sprinkler system, thereby reducing by about 60 per cent the rate on contents.

The entire structure will be divided into private fireproof storage rooms, no open storage being provided.

Other features will be burglar-proof trunk vault, packing room, shipping room, barrel and excelsior rooms, swing saw, passenger and freight elevators.

At the start, 65,000 square feet of store space will be provided, but provision will be made for extension when necessary.

The building is designed by and is to be erected under the supervision of George S. Kingsley, warehouse architect of New York and Chicago.



How Warehousing Helps Reduce Cost of Tire Distribution

Increases Carload Shipments and Reduces Overhead Expense for the Manufacturer

By William J. Buchanan

Traffic Manager, Griswold & Walker, Inc., Chicago

WAREHOUSING, either private or public, is an essential factor in the efficient distribution of tires and is closely interlocked with every other factor in distribution. To what extent economy is served by either class of warehouse can only be determined by careful analysis of the complete operation that lies between production and consumption.

Intelligent use of warehousing will permit the employment of the most economical methods of shipping and eliminate much of the waste of present methods of tire distribution.

It is impossible at this time to present a detailed statement of the cost of private warehouses as compared with the public warehouses, because lack of uniformity in the use of both by the tire industry prevents determination of an accurate average cost of either.

A general survey, however, shows the private warehouse to suffer in comparison with the public warehouse.

The operation of a private warehouse creates overhead expense which is constant in good times and in bad times. This expense accrues regardless of the volume of business and can be applied only to the business of one producer.

The basic economy of the public warehouse is the distribution not only of overhead expense, but operating

expense as well, over a large number of accounts in exact proportion to the volume of business handled for each.

THE use of the public warehouse gives the producer complete control of his products, for the tires are delivered to the dealer according to his requirements. This places all dealers on an equal basis and stabilizes prices, for the temptation to move excess stock at bargain prices is removed.

When financial necessity arises negotiable warehouse receipts may be secured and used as collateral for loans for the purpose of financing manufacturing operations or for the purchase of raw materials.

The flexibility of space supply in the public warehouse solves, in a most economical manner, the problem of seasonal accumulation of stock. The negotiable warehouse receipt likewise solves the problem of financing continuous operation during periods of stock accumulation.

Whatever reason there may have been in the past for the unwise practice of giving dealers extended datings as an inducement to purchase tires beyond their requirements is therefore removed and the bugaboo of bargain prices goes with it.

Suggestion to Makers

ON the whole, it would appear that the tire manufacturers might well study their distribution problem with a view of determining just what service the public warehouse can perform for them. It is probable that a period of experiment will be necessary to perfect a routine service that will be economical for the manufacturer and profitable for the warehouseman.

It is not necessary to enter into long time contracts or leases or to incur the overhead expense incident to the operation of private warehouses. There are efficient and reliable warehouse organizations at almost every important distributing center that will gladly cooperate with the manufacturer in working out a routine tire distribution service that will prove efficient and economical.

The high road to economy in distribution lies in the elimination of waste in time, material, extravagant methods, duplication of effort and overhead costs.

That waste may be eliminated to the greatest possible extent, the result of the complete operation must come under a single supervision.

IT IS ESTIMATED:

THAT motor car owners of the United States will buy \$800,000,000 worth of tires this year; and

That the 1923 production will aggregate approximately 37,870,000 tires.

Here is potential business for the public warehouse industry—if the industry goes after it with some sales talk on the economy of the use of its plants for distribution.

Comparatively few tire manufacturers route their product through public storage. It is a business possible of great development—with profits for warehousing as an industry.

This article by Mr. Buchanan is reprinted from a recent issue of *Automotive Industries*. Read some of his sales talk—and use it to get new business:

It is only through such supervision that the total cost of distribution becomes known and wasteful extravagance disclosed.

It is important, therefore, that tire manufacturers adopt such methods as will enable them to review every item of distribution cost.

Individualized Service

RECOGNIZING this fact, some factories have established private warehouses at large distributing centers and, to a limited extent, are using public warehouses at less important points. Past experience, however, furnishes little evidence of economy in tire distribution through the use of public warehouses, for the use has been limited and under unfavorable conditions. The service required of the warehouseman has been highly individualized and therefore costly. The volume in public storage has been too small to warrant the creation of an organization specially fitted for the work.

Warehousing, wherever or however it may be effected, has a decided influence on other cost factors. For example:

Use of the warehouse enables the manufacturer to standardize costs by continuous operation regardless of conditions which may interrupt continuous distribution. The retailer's ability to serve his customers economically and satisfactorily depends upon ready access to an adequate supply of stock without excessive investment.

Analysis of the subject of warehousing must therefore be made not from the standpoint of the manufacturer alone, nor from that of the retailer, but from that of the two combined.

It is not enough that a method of distribution result in economy for the manufacturer. The economy must be effected without imposing further burdens on the retailer and without impairing his service. If possible, lower costs and improved service for the retailer also should be obtained.

Shipment of tires direct from the factory to the dealer involves many items of expense that can be avoided by the use of warehouses located at strategic distributing points.

Suppose a manufacturer at Akron, Ohio, for example, has ten dealers in Chicago. Each dealer must carry a separate stock and incur all of the overhead expenses incident to maintaining a full line. The quantity of dead stock is considerably increased and bargain sales of slow moving stock become more frequent.

Less-than-carload shipments of tires require a specific style of wrapping that is not necessary for carload shipping. Each dealer must buy in carload quantities or pay the higher less-than-carload rates. Either the manufacturer or dealer must incur the extra expense of preparing shipments for less-than-carload movement.

Expensive Private Space

WHETHER the retailer buys in carloads or less, his turnover is necessarily slow in relation to his investment. As a rule the dealer's storage space is in connection with his salesroom and is located in high priced property with excessive insurance rates. Such property is almost invariably off track and high cartage charges accrue on all tires received.

All of these conditions are removed by the use of warehouses, either private or public. All stock can be shipped in carload quantities at the lowest possible cost for shipping and transportation. A single stock of merchandise is made to serve ten dealers instead of one.

Naturally the percentage of dead and slow moving stock is reduced to a minimum and the necessity for bargain sales is removed.

The warehouse is located on trackage and carloads are switched in without additional expense for switching or cartage.

The modern public warehouse is specially designed for warehouse purposes and is of the highest type of construction. The insurance rates are unusually low because of the extraordinary precautions taken for fire prevention. The rapid stock and capital turnover possible under this method increases dealers' percentage of profits and cannot fail to result in improved sales representation for the manufacturer.

The dealers in outlying towns in the trade territory of the distributing center benefit in a like manner, for their high cost transportation service is short-hauled and their stock supply is close at hand.

We have already referred to the fact that less-than-carload shipment of tires requires a specific style of wrapping which is not required for carload movement.

Herein lies an opportunity for economy

which seems to have been neglected by the manufacturer.

The freight rate on tires in less-than-carload quantities from Akron, Ohio, to Chicago, for example, is 85 cents per hundred pounds, provided the wrapping meets the requirements of the Consolidated Freight Classification.

The rate on carload quantities, on which no wrapping specifications are made in the Classification, is 57 cents per hundred pounds.

The spread of 28 cents between the carload and less-than-carload rates is not sufficient of itself to encourage the use of warehouses for the sole purpose of shipping in carloads.

But when we add to that saving the difference in the cost of wrapping; the difference between the cost of marking, checking and delivering less-than-carload freight to the carriers; and the cost of loading direct to cars in carload quantities, we have effected a very substantial saving which is more than sufficient to pay the cost of warehousing.

Wrapping Costs

WHEN the wrapping on less-than-carload shipments does not conform to the Classification requirements the rate from Akron to Chicago is \$1.06, or 49 cents higher than the carload rate on the same wrapping.

When the urgent needs of the dealer require express shipment the rate is \$2.14 per hundred pounds, or \$1.57 higher than the carload freight rate.

Other opportunities exist for saving money in tire distribution through a more effective utilization of warehousing facilities.

As tire manufacturers come to use the public warehouse more extensively, the service rendered by the latter will be developed more fully to meet the specific requirements of the tire industry.

How Class Journal Co. Is of Service to Warehousing

PUBLICATION, in *Automotive Industries*, of the foregoing tire distribution article by Mr. Buchanan is one form of evidence showing how the Class Journal Co. is endeavoring to aid the public warehouse industry in developing.

For the tire manufacturers the Buchanan article affords new food for thought, a new scope of economic inquiry. It should present certain distribution advantages to those manufacturers—and the ideas presented can and should be capitalized by the men engaged in public merchandise warehousing.

Of the use of warehouses for tire distribution. *Automotive Industries*, commenting editorially, said:

"Tire manufacturers have not used these facilities to any great extent up to the present time. As more tires are stored in public warehouses, the organizations needed for handling them will be developed. . . . Mr. Buchanan has presented a well-balanced and unbiased analysis which contains suggestions of practical value to tire executives."

In another Class Journal Co. business

paper, *Motor Age*, published in Chicago, Clyde Jennings, the editor, says:

"Some tire manufacturers raise the point as to how they would handle the surplus winter production if they did not ship these tires out to dealers and let the dealers carry the warehouse expense. Perhaps they have made the dealer believe that this is the only way they can handle the surplus production.

"The answer is readily found in the great warehouse industry that has been built up in this country. These warehouses handle surplus products of other kinds of merchandise quite efficiently. They serve the manufacturer as distributor and shipper, so that a dealer can order his supplies from this warehouse station.

"The manufacturer can borrow money on this warehoused stock, just as easily as he can on his bills to a dealer. Such a plan would be more more equitable to all dealers and would keep the merchandise in possession of the manufacturer at all times, instead of having him ship it out in winter, having carried it in the

dealer's place of business for two or three months and then shipped back to the manufacturer because the dealer cannot pay for it.

"If any manufacturer doubts this information he can set himself right by subscribing to *Distribution & Warehousing*, a warehouse magazine published at 239 West Thirty-ninth Street, New York. Any dealer may safely pass this information on to any manufacturer who tells him that the long dating system is necessary to handle the winter surplus."

Just as *Automotive Industries* placed some informative thoughts before the minds of the tire manufacturers through the Buchanan article, so *Motor Age* likewise has, with benefit to public warehousing, given the automotive dealers something constructive to think about. And *Distribution & Warehousing* here gives both texts to public storage executives interested—as they should be at this time when there is comparatively so much vacant space—in developing a new branch of business: storage and distribution of tires.

Some Points on How to Equip Your Repair Shop

By P. L. Sniffin

IN these discussions on successful motor truck use we have frequently said that systematic attention to maintenance, inspection and repairs is an absolute requisite to any operating plan. It is a matter of experience among those warehouse operators who are successfully using motor trucks that the satisfaction obtained from their truck equipment and the unit figure of cost involved in making deliveries, depend as much, and sometimes more, upon the maintenance plan than any other phase of operation.

There is, without question, a big variation in motor truck costs in the warehousing business from one concern to another, as a close observation will reveal, even

under conditions that are outwardly the same. After all, while it is true that the type of equipment used in relation to the work requirements is important, and while the proper utilization of the trucks in performing the work is deserving of much thought, the big items of cost are in the figures of depreciation, repairs and the other fixed charges and maintenance costs.

While one concern will run a truck for often as high as 200,000 miles with surprisingly small repair costs, another will find its vehicles causing a steady stream of expense and giving out at anywhere from 25,000 to 50,000 miles.

Take Care of Small Troubles!

THE serviceable life of a vehicle, and the amount of its repair expense, depends almost entirely upon the care it receives and the way in which its operator meets the necessity of "taking care of small troubles before large ones develop."

It is gratifying to see, however, that as more and more light is spread on this comparatively new subject of motor truck use, those operators who are really watching their costs are taking a real, definite interest in doing all they can to keep these costs at a minimum. And there are many ways they can do this, but no way more important than that of making provision for systematic maintenance.

This developing interest in truck operating problems is evidenced in the fact that the writer has often been asked about the advisability of establishing a fully equipped repair shop in connection with a garage for the concern's truck equipment; whether better and more economical repair service can be obtained in this way, or whether a public garage or the manufacturer's service station can offer more; and finally what such a repair shop should consist of, what kind of work it should perform, and how it should be equipped.

Repair Shop Saves Money

TO rely upon a public garage or a service station is satisfactory only in one respect. It is a place where work may be done when repairs are needed.

But the fundamental principle of truck maintenance—that of constantly watching for minor adjustments and symptoms of irregularity in running—cannot possibly be given its proper attention when these facilities are entirely on the outside.

It is usually an impossibility for a pub-

lic garage to give inspection and adjustment service without consuming entirely too much time and without interfering with the work of the trucks from day to day.

The most practical method of maintaining the trucks when a private repair shop, with a reliable mechanic in charge, is not available, is to take each truck to the public garage for a regular inspection, say once a week. But this is expensive, not only in the actual amount of the garage bill, but in the lost time of the vehicle while the inspection is being made.

To consider another phase of it: Suppose the driver notices an irregularity of running or a symptom of some repair necessity. If the owner had his own repair shop available, the driver

would report the difficulty to the mechanic in charge, and it would be attended to that same evening, without losing the customary amount of the truck's usable time. But if it were a case of taking it the next day to a public garage, both the driver and the owner would be tempted to let it run. Perhaps the driver would tinker with it himself, with the possibility of disastrous results unless he were a skilled mechanic. Or perhaps he would consider it unimportant and keep the truck going until the difficulty developed into a large repair item.

Wherever an operator of a good sized fleet of motor trucks has installed a repair shop, properly equipped and properly used, it has invariably been found to pay for itself with a good margin of saving even in considering the amount of repair bills alone. But, aside from this, its value has even more in the handy and usable facilities it offers for regular inspections and adjustments, thus substantially increasing the truck's mileage life and reducing the yearly maintenance cost.

Handling Small Fleet Service

IN some cities the truck owner who operates only a few vehicles can make arrangements with a public garage which will offer advantages over a private garage and repair shop. He can send each truck every night to this garage, have it stored, washed, oiled and frequently inspected for a flat charge per month, based on the amount of service he contracts for.

For the small fleet owner this is perhaps the best practice when such service is obtainable, because it relieves him of much of the responsibility that goes with the care of the trucks. Where this service is found to be reliable the owner may be assured that his trucks are safe and being taken care of by a concern

YOUR BUSINESS—AND THE MOTOR TRUCK

THIS is the eleventh of a series of articles by Mr. Sniffin and gives the warehouseman-owner of motor trucks some pointers on the installation of a repair shop and necessary equipment.

"Wherever an operator of a good sized fleet has installed a repair shop, properly equipped and properly used," the author says, "it has invariably been found to pay for itself with a good margin of saving even in considering the amount of repair bills alone."

Formerly with the International Motor Co., Mr. Sniffin is a recognized authority on motor truck topics. He has been making a special study of truck operation in relation to the public storage industry in order to write these articles.

specifically trained and equipped for that kind of work.

The other alternative for the owner whose fleet is not large enough to warrant the expense of a repair shop with a mechanic in charge is to employ trained drivers who can be relied on to make regular inspections, adjustments and repairs. In such a case the owner himself or some official in his business should become familiar with the mechanics of truck operation so that the drivers will have adequate supervision in their work.

Those who have made a study of this generally agree that a concern owning a fleet of eight or more trucks can economically establish its own garage and repair shop, and thus obtain the advantages pointed out above. The care and maintenance of one or a few trucks does not warrant the full time of a mechanic for that purpose alone. Nor does it justify the purchase of the necessary equipment to handle the work.

Of course, the location of the business is of considerable importance, as a suitable garage often cannot be found near enough at hand and the owner may be compelled to establish a garage of his own. But as a concluding thought it may be said that, if possible, it is well for the owner of a few trucks to avail himself of the services of a well-equipped garage because, although he will pay a profit for the service, the chances are he could not provide that service himself for any less. And, on the other hand, the maintenance of a fleet of, say, eight or more trucks can be expected to keep one or more mechanics occupied all the time and thus justify the cost of a privately owned garage.

Layout of the Garage

THE location of the garage should, of course, suit the convenience of the owner, with due attention to the cost of the ground, the proximity to the center of operations, and the handiness of approach.

The size of the garage will depend on the number of trucks, but provision must be made for the future growth of the fleet. Either the plot of ground selected should permit of widening the building at a later time, or the foundation should be built strong enough to permit the later addition of one or more stories.

The fleet owner who is designing a garage must decide as to the relative advantages of a one-story or multiple-story building. In congested sections, where land is expensive, a multiple-story garage saves ground space, but it means, of course, the expensive installation of an elevator with a large lifting capacity.

This is a matter of relative costs, but it must be remembered that a freight elevator of this kind is a frequent source of danger and that no expense should be spared in its proper installation.

The concern that faces the problem of expensive ground space would do well to look into the matter of arranging inclines which can be built at a degree of about 25 per cent and handled with ease by a truck even when loaded. For instance, one concern, in building its garage, dropped the first floor about five

feet below the street level, and the trucks entered this floor on an inclined runway. The second floor is six feet above the street level and is also reached by an incline. While the inclines do consume considerable space, they eliminate the expense and danger of an elevator and save time as well.

There are many modern garages that have successfully been built with circular inclined runways going from one floor to another. Complications arise in this, however, and ordinarily the elevator is the better investment.

The oblong-shaped garage is always preferable to the square one when the ground space permits. Trucks are more easily parked back against a wall and, while they need some center space to maneuver in, a square garage leaves considerably more space than they need.

The matter of good lighting is very important, as this is necessary for proper inspection and maintenance. Plenty of windows should be provided; daylight is, after all, the best kind of light to work with. As far as electric light is concerned, instead of using a few powerful lights it is far better to use a great many small lights, with plenty of base plugs so that a light may be brought to the work, not the work to the light.

Equipping the Repair Shop

THE very first requisite of a successful repair shop is that the man who is in charge should be an experienced mechanic and specifically familiar with the detail design of the trucks that are used.

There is a saving in this since, as when such a man is available, the drivers need not be mechanical experts. They can be employed at a much lower wage than the type of driver who is qualified to keep his truck in repair.

In its relation to the rest of the garage, if the garage has more than one story, the repair shop should be located on the top floor. This is for two reasons:

First, it is well to have all the light possible for repair work. Second, it should be removed from all other activities of the garage if accurate, uninterrupted work is to be performed.

If the garage has only one story, the repair shop should be located at one end, well away from the paths of travel taken by the trucks in going in and out. The repair shop should not be cramped in space, and it should be as segregated as much as possible. It breeds a confusion of its own, the tools and equipment lie about, and the circle of work necessarily spreads for quite a distance around each job.

A complete stock of tools, including special wrenches and testing instruments for the vehicles used, must be purchased in equipping a repair shop. No expense should be spared in getting all necessary standard and special tools, as much time can be wasted in makeshift methods of contriving to use a tool that is not just the device needed for the job.

Other standard repair shop equipment, such as vises, reamers, vulcanizers, trailer jacks, etc., according to the character of

the vehicles and the kind of work to be undertaken, must also be installed. Such equipment need not be extremely extensive or costly, but it is very important to be sure that it is adequate.

The problem of keeping tools in order is a bothersome one, as they are quite often left on the floor or stolen. They must be kept track of, and the mechanics must be held accountable for them.

A reserve supply of tools should always be available immediately to replace any which are lost, without wasted time in sending out for others.

A wooden cabinet with a hook or cleat for every tool is a good thing to have, as there will be much saving in time and expense if there is a place for everything with everything in its place.

There are many forms of repair shop equipment on the market, which will interest the concern that is installing a repair shop. There are labor-saving devices to accomplish all kinds of work in maintaining motor trucks. It is wise for the operator to study into this, as there are many devices that will soon pay for themselves in the benefit they give toward saving labor cost.

The amount of this kind of equipment installed depends on the extent of use that may be anticipated for it. Where the number of trucks is small, it is a mistake to invest heavily in equipment of this kind, for often it will not be used enough in the course of time to justify the room it takes up, let alone the cost it involves. There is always a certain amount of work that will have to be sent out to concerns which are equipped to handle it, such as welding, reaming, battery charging, etc.

Supply Room Is Important

THE most serious leaks in the operation of a garage usually occur in the supply room, which is a necessary adjunct to the repair shop, where spare parts, repair accessories and such running necessities as gasoline, oil, kerosene and waste are kept.

Every fleet owner should keep essential spare parts on hand for immediate use unless he is located within easy reach of a manufacturer's service station, where they can be obtained on short notice.

Where the fleet has been partly or wholly standardized on a certain type and size of vehicle, it usually pays to keep on hand at least one complete substitute motor, which can be placed in a vehicle while its motor is under repair.

The supply room should be kept apart from all other activities of the garage, and its routine should be held to a rigid system. It should be charged for the goods it receives, and it, in turn, should charge other departments for goods which it delivers upon written and signed orders.

Its doors should be locked and goods delivered only over a small counter or through a window, thus preventing the workmen from helping themselves.

The parts and supplies should be kept in an orderly manner, the former preferably in numbered bins and entered on

(Concluded on page 42)

EQUIPMENT

NEWS AND REVIEWS

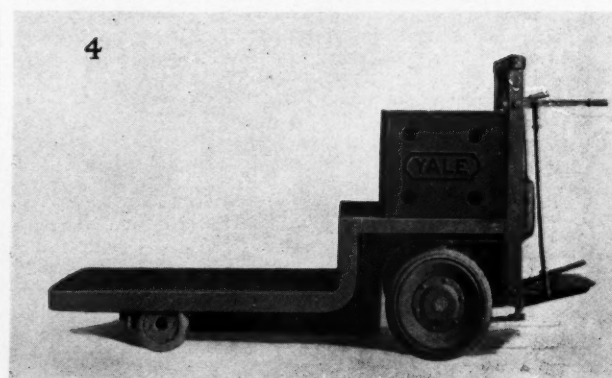
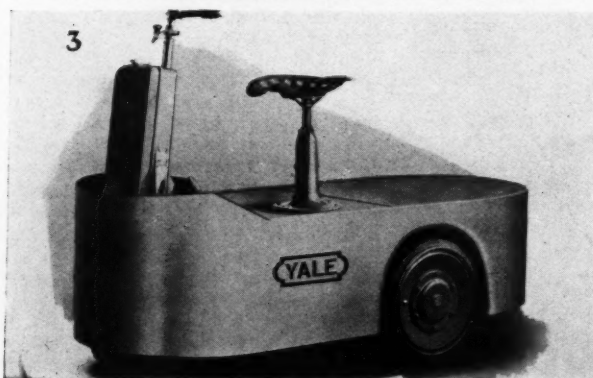
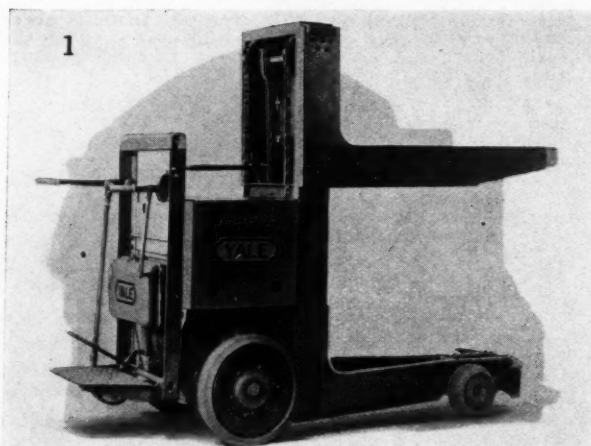
Descriptions of Four New Types of Trucks Produced by Yale-Towne Manufacturing Co.

FOUR new types of truck adaptable to the merchandise warehouse business have been placed on the market by the Yale & Towne Manufacturing Co., Stamford, Conn. They are an elevating platform truck (model K-22), an industrial truck (model K-20), a three-wheel tractor-truck (model K-24) and a low platform truck (model K-23).

Elevating Platform Truck: This is a self-loading transportation unit, combining the advantages of high and low lifting. It is used to lift loaded skids from the floor, move them to given place, and raise them to such a height that the cost of tiering in warehouse, freight car, steamship hold, etc., is declared by the manufacturers to be reduced to a

minimum. Low center of gravity and pressed steel enable a 4000-pound load to be carried safely. The control of this truck—"simple, positive and direct in connecting the operator with the operating part"—is a sub-assembly interchangeable with that of all the other Yale & Towne K-trucks except the K-24 (the three-wheel tractor-truck). The controller is the same used on all Yale industrial trucks, designed to be durable under severe working conditions. The majority of parts, units and sub-assemblies are standard and interchangeable with those of the other Yale models, offering definite operating advantages when two or more of the different K-models are used at one warehouse.

Industrial Truck: This model is designed to meet the general requirements of economical intraplant movement of material. It is claimed that the installation of this model releases from three to eight men from the non-productive work of material handling for jobs of a more profitable nature. The truck handles miscellaneous units which can be placed on the platform by hand, by chain block, by electric hoist, by ship's tackle or by overhead crane service. Auxiliary equipment designed for it includes a gravity dump body for handling loose material and an electrically-operated swing boom crane. Large wheels and full spring suspension permit operation over rough surfaces, with ease of control



New machines, adaptable to warehousing, produced by Yale & Towne Manufacturing Co. 1. Elevating platform truck. 2. Industrial truck. 3. Three-wheel tractor-truck. 4. Low platform truck.

reducing handling costs in narrow aisles and congested spaces. Most of the single parts and unit assemblies are standard and interchangeable with those of all other trucks in the K-series. Platform width, 38 inches. Capacity, 4000 pounds.

Three-Wheel Tractor-Truck: This model meets the requirements of the average three-wheel tractor job and is designed to be particularly efficient as a small load-carrying vehicle in congested spaces. Its platform area of 15½ square feet is 70 per cent of that of model K-20 (the industrial truck described in the foregoing), yet the machine passes a three-foot doorway, or a 7-foot elevator. The control is similar

to that of the elevating platform truck. The seat is of the swivel type, enabling the operator to get on and off readily and to look and reach back to the coupling point; and the draw bar is within his vision. Maximum capacity, 1800 pounds. Weight ranges from 1650 to 2250 pounds, depending on type of battery used. Wheel base, 42½ inches. Length overall, 82 inches. Width overall, 35 inches. Height overall, 56 inches. Platform height, 24½ inches.

Low Platform Truck: This is a general utility model which finds application in plants where loads of a miscellaneous character must be economically moved. The low platform reduces lifting to a

minimum, thus simplifying the piling of heavy loads either by hand or auxiliary crane equipment. The truck is designed to be ideal where the road surface is in average good condition. It is declared that where traffic is heavy enough the laying of concrete runways will pay for itself in a short time from the gain made by improved truck efficiency combined with increased loading and unloading efficiencies obtained by the use of this type of vehicle. The parts are interchangeable with those of the other K-models except the three-wheel tractor-truck. The control is standard with the control of the other K-models. The rated capacity is 4000 pounds.

Lakewood Engineering Co. Announces New Model Lift Truck with 2500 Lb. Capacity

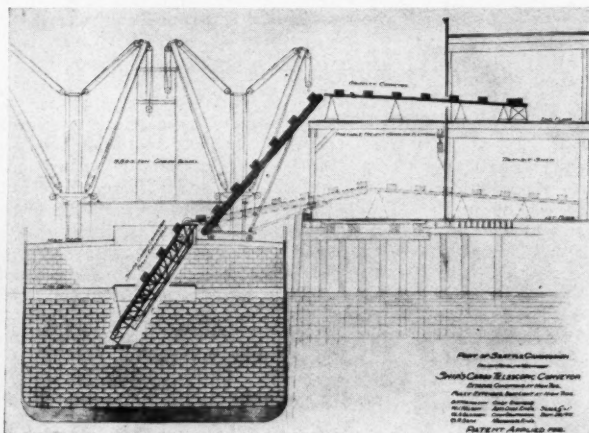
A new model of lift truck has been placed on the market by the Lakewood Engineering Co., Cleveland. Following the development of the original tier-lift in 1920 there came a demand for the handling of commodities such as sheet tin in shipping from mill to factory. The use of platform skids for carrying the load in the freight car called for so large a number that the investment charges wiped out the savings otherwise effected. Through several stages this led to the development of a modified tier-lift, as shown in the accompanying photograph.

This truck can pick up 2000-2500-lb. loads which are placed on 2 by 2-in. strips, thus eliminating the skid investment. The tin is placed on these strips in the car at the mill, and a similar truck unloads the tin at the plant and stacks in 2000-pound units three high. With a travel of about 125 feet an operator and a helper can unload a 35-40-ton car of tin in about an hour and a quarter, we are informed.

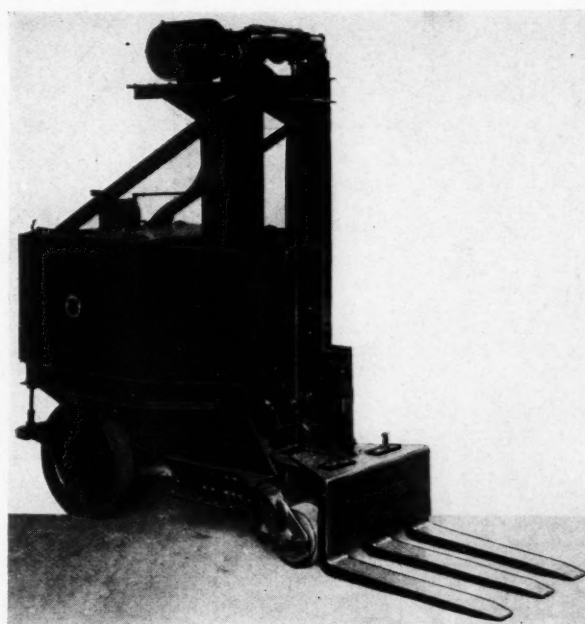
The application of this unit to other commodities is possible, with the attendant saving of the investment in skids. The driving and lifting mechanism of the truck is standard, and the forged steel forks or arms are placed on the trucks in the way best suited to meet the user's requirements. This gives the truck a wide range of application.

Port of Seattle Engineer Invents a "Telescopic Conveyor"

ANOTHER labor and expense saving device has been perfected by George F. Nicholson, chief engineer of the Port of Seattle, for the port's big maritime terminal and ware-



New labor-saving telescopic conveyor installed at the Port of Seattle



Lakewood Tier-Lift truck with fork for picking up load

housing system. This latest equipment is a "ship cargo telescopic conveyor," the principle of which can readily be adapted to other handling uses.

This equipment is really a conveyor within a conveyor, it being lengthened by extending the interior conveyor. This is done not by man labor but by power, which arrangement makes it very convenient and economical to operate.

The length of the conveyor extended is 45 feet and the length collapsed—that is, with the extension raised to the highest point—is 29 feet. The width overall is 5 feet 6 inches and the depth overall is 4 feet 6 inches, which shows that it is a very compact piece of machinery. It can be supported at both ends, or at one end and the center, or at the two ends and the center. The estimated weight is 3½ tons and it can easily be handled by the ship's boom. The motor equipment consists of a 10-hp. Squirrel cage, 3 phase, 60 cycle, 440 volt A. C. induction motor, 1200 r.p.m. and auto starter. Silent, roller chain drives are used for both conveying and telescoping conveyor. Mr. Nicholson says:

"This equipment has a capacity of 125 tons an hour at a speed of 75 feet a minute and will double the capacity for

loading and unloading vessels. With our present method of unloading salmon, for instance, our capacity will average 800 to 1000 cases; this conveyor will handle 2000 cases. It can handle boxes, bales and sacked goods up to a maximum weight of 500 pounds and to a maximum size of 2½ feet by 2½ feet by 5 feet. The commodities that it is expected to handle are cased salmon, cased milk; in fact, cased goods of all kinds; sacked goods of every description, including sugar, beans, rice, etc.; and baled commodities, such as cotton, hemp, silk, etc. In the case of bales over 500 pounds, such as gunny bales, also rattan, bamboo, bulky furniture, etc., these, of course, would

be handled by the ship's boom, which can easily be done as the conveyor covers only a small area of the hatch opening.

"Another use that can be made of this conveyor is for transferring cargo from one portion of the transit shed to another and from ship to transit shed and to the warehouse. The estimated cost of this equipment is \$2,400 per conveyor, including extension and fully equipped.

"It is expected by the Port of Seattle that this will revolutionize on the Pacific Coast the handling of freight from the ship's hold to the wharf and vice versa, especially oriental import cargo from the Far East."

ELWELL-PARKER OFFERS NEW FORK LIFT TRUCK

TO enter a warehouse or pier shed and fetch a 2500-pound case, or piece of machinery, is no small job. An electric fork lift truck to enable one man to do such work has been designed and is being produced by the Elwell-Parker Electric Co., Cleveland.

The new vehicle consists essentially of an electric truck with provision for carrying load beyond the front axle. The platform, or forks which support the load, is such that the lower side will touch the floor if necessary, or it can be stopped at any height between the upper and lower limits.

The forks may be so shaped at the outer ends as to be inserted beneath a bundle, box, bale, barrel, casting or any irregularly shaped piece weighing up to 2500 pounds. The length of the arms or forks depends on the weight carried, as consideration must be given to the loading of the front axle. Inasmuch as the load handled balances an equal weight of the truck back of the axle, necessarily the pressure imposed on the wheels here is very great. A special heavy axle with wide spread of larger roller bearings carry dual 10 by 3-inch tired wheels. These wheels, as well as the rear drive wheels, are steerable.

The raising mechanism consists of a separate motor with worm gear reduction attached to a movable platen sup-



Fork lift truck added to the "lift and carry" line of the Elwell-Parker Co., Cleveland.

ported on truck frame by means of three rocking links. This electric lift mechanism is simple in construction and is assembled as a unit. The power or propelling unit consists of a heavy duty Elwell-Parker motor and controller. Knuckles on both drive and front wheels are designed to assure easy steering and to avoid any "kick back" when tires strike floor obstructions.

HERE'S A BLOW AT THE COMMISSION MAN:

HERE is the way a certain warehouse company in New York is trying to deliver an uppercut under the chin of the so-called commission man.

Text of letter written by the warehouseman:

"Even if we were in the habit of paying commissions to custom house brokers it would be paid only on the storage item and not on charges for extra services. However, if you will refer to our letter of September, 1922, you will find that we explained that it is contrary to the policy of this company to pay commissions on goods stored with us.

"We shall therefore carry the unpaid balance (amount deducted by you as commission) as a lien against goods, to be paid upon final delivery."

REFRIGERATOR CAR SHORTAGE IS FEARED

RAILROADS were called upon by the car service division of the American Railway Association in Washington on Aug. 21 to handle refrigerator car equipment efficiently in order to avoid a serious car shortage this season. In a bulletin to members the association said:

"Fruits and vegetables moved during August, September and October, 1922, amounted to 123,685 cars. It is estimated that 160,455 cars of fruits and vegetables will be offered for shipment during the same period this year. This means an increase of 36,770 cars over last year.

"It is therefore more important than ever heretofore, in view of the greatly increased production, that:

"1. Refrigerator cars, both loaded and empty, be moved promptly.

"2. That there be no delay in placing the loaded car or the movement of the empty car when unloaded.

"3. That embargoes be issued without any delay against any consignee due to accumulation caused by delay in unloading or otherwise.

"4. Prevent by proper policing methods the use of refrigerator cars for (so-called) peddling of contents.

"Local agents and officers should keep constantly before shippers and receivers of perishable products, local associations and shippers' committees any instances of delay in unloading of refrigerator cars.

"Energetic action to prevent delay of every description to refrigerator cars on the part of the railroads and the shippers and receivers of perishable traffic, we believe, will result in moving this year's crop without any serious car shortage."

Maroa Belt Conveyor

The Maroa Manufacturing Co., Maroa, Ill., has placed on the market a portable belt conveyor which is adaptable for piling and storing all kinds of sacked material and many kinds of boxed material.

There are three types, each with maximum length of 30 feet, the belt widths being 10, 12 and 16 inches and the capacities being 25, 40 and 90 tons an hour. The weights range from 1300 to 1650 pounds for the first type, 1500 to 1800 for the second and 1900 to 2600 for the third type. The manufacturers claim the following as to average operating costs:

"Unloading, 5 cents a ton. Saving over hand labor, 25 cents a ton. Average costs: loading or storing, 4½ cents a ton. Saving over hand labor, 24 cents a ton."

Electrical Show Oct. 17-26

Electric commercial trucks, industrial trucks, passenger cars, storage batteries and battery charging accessories will be shown at the annual Electrical and Industrial Exposition at the Grand Central Palace, New York City, during the ten days beginning Oct. 17.

The north side of the second floor will be devoted to exhibits showing electrical transportation methods. There will be finished trucks displaying the different types of bodies stripped chassis showing the principles of electric vehicle construction and special displays of parts and accessories.

The monthly meeting of the Electric Motor Truck Association will be held during the show.

New Electric Hoist

The Shepard Electric Crane & Hoist Co., Montour Falls, N. Y., announces the Shepard electric Lift About, described as "an electric hoist for everybody" and adaptable to merchandise warehousing.

FROM THE LEGAL VIEWPOINT

By George F. Kaiser

Stolen Warehouse Receipt

LEGAL EDITOR, *Distribution & Warehousing*: A certain firm sent to our warehouse, by their truckman, two cases to be stored for their account, and warehouse receipt was mailed in due course.

One morning about a week later we were told over the telephone that one case would be called for, storage lot number and mark and number of the case being stated. It is customary with us to get goods ready for delivery, on telephone orders.

In the afternoon a truckman presented a handwritten order favor of "bearer," on the firm's letter head, signed in the firm's name, the storage lot number, date stored, and mark and number of the case being given.

About three weeks after the delivery was made, one of the firm called to make inquiry in regard to the case, stating that the warehouse receipt had been stolen, some fictitious letterheads had been printed, and that the order we had made the delivery on had not been issued by them. We had had nothing in writing previously from this firm, with which the signature might have been compared, and never had done business with them before.

We have received a letter from the firm's lawyer threatening suit if the matter is not adjusted.

Will you kindly advise us if you have any information or decisions on file in your office as to our liability in this case? We shall appreciate any information you may be able to give us.—*F. M. C. S. Co., New York City.*

Answer: Warehousemen are not only liable for losses occasioned by their negligence but also for those which arise from innocent mistakes in the delivery of goods to persons not entitled to receive them. (*Bank of Oswego vs. Doyle*, 91 N. Y. 32.)

The question in your case is one for a jury to decide. I think under the circumstances an equitable adjustment of the loss between the parties would be best for you.

Lien Priority

LEGAL EDITOR, *Distribution & Warehousing*: We would be pleased to have you answer the following question.

Does warehousemen's lien, in the State of Texas, take priority over a chattel mortgage on record?

We have a case at the present time on which there has been storage charges accrue amounting to quite a sum of money, where the company who originally owned the goods have gone into bankruptcy and the mortgagee at the time the goods were placed in storage knew that we were taking the goods

into storage but entered no protest at our taking these goods into our possession.

Our attorneys inform us that, as far as they are able to find, the law in this State is against us and that chattel mortgage on record takes priority over a warehouseman's lien. We would be glad if you would clear up this point for us.—*A. T. & S. Co., Dallas, Tex.*

Answer: We have no record of any Texas case on the point you mention

A RECENT legal case of interest to warehousemen is digested herewith. A full printed report may be obtained for twenty-five cents by addressing the editor of *Distribution & Warehousing* to cover publisher's costs. Key number should be specified.

(Ga. App.) Even though Civ. Code 1910, § 3529, making the pledgee of promissory notes a bona fide holder, applies to pledgee of warehouse receipts, prior pledgee occupies superior position in contest with subsequent pledgee.—*Farmers' & Merchants' Bank v. Hamilton*, 117 S. E. 287, Key No. 15 (3).

(Under the rule of *caveat emptor*, prior pledgee of warehouse receipts can recover in trover against subsequent pledgee at least to extent of her debt, though subsequent pledgee is in position of bona fide purchaser of the property.—*Id.*

In trover by pledgee, where there was evidence that defendant was subsequent pledgee, the court should have charged as to limiting the recovery to the amount of plaintiff's debt, if defendant was in privity with the owner.—*Id.*

Pledgee of warehouse receipts for cotton could recover full value against stranger in trover, but could only recover actual amount of indebtedness, if defendant was not a stranger to the title, but a subsequent pledgee.—*Id.*

but in the absence of a statute to the contrary it is well understood that a mortgage lien under a properly recorded mortgage takes priority over a warehouseman's lien for storage, after the recording of the mortgage.

Authority to Withdraw

LEGAL EDITOR, *Distribution & Warehousing*: As per your request and

advice I am taking the liberty of asking this question.

A mercantile concern has goods shipped to them from the mill, for some reason or other the goods are rejected, a warehouse is called, arrangements are made, and goods are subject to withdrawal by the mill and not by mercantile concern.

What is wanted to be known is: has the mill or mercantile concern the authority to withdraw the goods, and has the mercantile concern any right to store merchandise in name of other, without first notifying goods have been placed in storage? Then does the storage warehouse have to receive confirmation of same before accepting merchandise?

Thanking you for an early reply, we remain, *J. M. L., Inc., New York City.*

Answer: As the bailor of the goods is personally responsible for your charges, why not collect from him? I certainly do not see what right the bailor had to run up any charges on the account of the mill. So far as you are concerned the mercantile concern is the owner.

Receiver Situation

LEGAL EDITOR, *Distribution & Warehousing*: I have a contract with a manufacturing concern for which we have been doing storing and reshipping, and they have gone into receiver's hands, and I did not place my account with the receiver, claiming that a storage bill must be paid in full. This concern is located in Michigan.

Will you please give me all or any information regarding a storage claim when you have the stock on hand and could attach.

The receiver has now sold all the assets and I would ask if that will prohibit me from attaching.—*F. H. H., Batavia, N. Y.*

Answer: From your letter it is impossible for me to tell whether or not you are engaged in a business as a warehouseman and whether you have the usual lien of such.

Under the circumstances I think the best thing for you to do is to put your claim in the hands of a local attorney immediately so that, after consideration of all the facts, he can take proper action for your protection.

Another N. Y. Plant Planned

King-Parker, Inc., furniture warehousemen on East Fifty-seventh Street, New York, have purchased a plot of ground at 231-5 East Fifty-fifth Street, for the purpose of erecting thereon a seven-story and basement storage building.

WITH THE ASSOCIATIONS

Officers and Committee Chairmen of Trade Organizations of the
Warehouse Industry Are Invited to Contribute News to This Department

"Trade Association Activities"

—A New Department of Commerce Book of Interest to
Storage Executives Engaged in Organization Work

MEMBERS of organizations within the public storage industry will find well worth reading a book just issued by the Department of Commerce called "Trade Association Activities," copies of which may be had at 50 cents each from the Superintendent of Documents, Government Printing Office, Washington. As explained in the foreword:

"The book presents the results of an inquiry made by the Department of Commerce to ascertain and illuminate those activities of trade associations which contribute to public welfare. This Department, working in cooperation with the industries for the elimination of waste, for the extension of trade, for the improvement of processes of production and distribution, has been brought into intimate contact with the multitude of trade associations . . .

"The Department of Commerce was created to cooperate with industry and business in fostering activities. In the reorganization of the Department and the develop-

ment of a definite program for the elimination of national waste, for industrial research, economic information, and the promotion of foreign trade, the advice and cooperation of the trades and industries have been vital to accomplishment.

"It is with a view to creating a better understanding of these functions, which are properly in public interest, and of indicating to the trades themselves the constructive functions of association work as demonstrated by actual experience in other trades that this publication has been undertaken.

"There is indeed an ample field in trade association work for the activities of the highest public interest and of most direct importance to each member of the trades, without any trespass upon the provisions of the restraint-of-trade laws. The vast majority of associations are engaged in activities that are constructive and are of public usefulness, and this Department believes they should be encouraged."

HERBERT HOOVER, Secretary of Commerce, is author of the introduction, and he declares that "the trade association as a facility for the promotion and self-regulation of industry and commerce has become, by reason of its scope and activity, an important American business institution." Mr. Hoover outlines in brief the purpose of the new book—

"To present a picture of the organization, administration and operations of trade associations with a view to meeting the need for public information on the subject and, further, in order that a business facility which is economically useful, when properly conducted, may not suffer discrimination by reason of misapprehensions regarding its purposes and accomplishments."

A chart in the book sets down the following as the major activities of trade associations:

- Trade relations.
- Cost accounting.
- Statistics.
- Employees' relations.
- Credit and collection.
- Commercial research.
- Public relations.
- Transportation.

- Simplification and standardization.
- Government relations.
- Insurance.
- Industrial research.

Legislation.

Virtually all of these are embraced with the scope of the activities of the warehousing trade associations, and one by one they are taken up in the following pages of the book and discussed in detail, in many instances much of the information having been supplied to the Department of Commerce by officers of various trade organizations. Other subjects to which chapters are devoted include trade disputes and ethics and organization and administration. Other chapters explain the general functions of the Government and of the Department of Commerce.

There are a number of appendices—one on the history of trade associations in America, another on trade associations abroad, another comprising trade association bibliography, and a fourth containing a directory of national and international trade associations, classified alphabetically with the names of secretaries and including the American Warehousemen's Association, Central Warehousemen's Club, National Furniture Warehousemen's Association and Shippers' Warehousing & Distributing Association (now the National Distributors' Association), and also classified by commodity or service and by functions.

MR. HOOVER SAYS:

"JUST as a business house or an individual meets its obligations and carries on its daily relations within the community, so the trade association has a real individuality in the business fabric. Its reputation—yes, its character—may be considered good, bad or indifferent according to its day-by-day activities and long-run policies in relation to its members, its industrial or trade group, the Government and the public.

"The growing complexity of our industrial life, its shift of objective and service, requires the determination of an economic system, based upon a proper sense of right-ful cooperation, maintenance of long-view competition, individual initiative, business stability and public interest."—Herbert Hoover in "Trade Association Activities."

American Warehousemen's Association

Simplification Committee to Meet in September

ALTON H. GREELEY, Cleveland, chairman of the simplification committee of the American Warehousemen's Association, has issued a call for a meeting of that committee in September to continue the labor of working out a set of six forms commonly in use by warehousemen in their relations with their customers, the shippers.

It is hoped to have the forms worked out to the extent that they may be presented at the association's annual meeting, next December, for approval.

After the forms have been indorsed by the association they will be submitted to the Division of Simplified Practice of the Department of Commerce. The Department, which has for the past year been working in conjunction with the Greeley committee, is expected to call a conference of interested shippers at which the suggested A. W. A. forms will be discussed.

Eventually it is planned to present to the Department of Commerce a set of simplified forms which would have the indorsement of both the warehouse industry and the manufacturers which distribute through warehouses, and to have the Department issue the forms as a pamphlet, with the Department's official stamp of approval on them and a recommendation from Secretary Hoover to warehouseman and shipper to put the forms into use.

New Members

Charles L. Criss, Pittsburgh, secretary, announces the election of the following new members:

Commercial Warehouse Co., Oklahoma City, Okla. Affiliation is with the merchandise division. W. F. Tygard is manager.

Galt Block Warehouse Co., Portland, Me. With the merchandise and household goods divisions. E. N. Tyler is president, F. B. Tyler is secretary and treasurer and J. S. Sawtelle is manager.

Lightning Delivery Co., Phoenix, Ariz. With the merchandise and household goods divisions. George H. Coffin is president and manager, D. B. Sutton is secretary and W. L. Coffin is treasurer.

McLean Moving & Storage Co., Tacoma, Wash. With the merchandise and household goods divisions. L. McLean is president and manager and Dean C. McLean is operating executive.

Rodgers & Albany Warehousing Co., Inc., Chester, Pa. With the merchandise and household goods divisions. James R. Rodgers is president and James S. Albany is secretary-treasurer.

Having added merchandise storage to its business activities, the Westheimer Warehouse Co., Houston, Tex., already with the household goods division, has

taken affiliation also with the merchandise branch.

Cotter and Gerhardt Pamphlets

The address by W. Lee Cotter, Mansfield, Ohio, and the discussion by P. L. Gerhardt, New York, on pool car shipments as an aid to distribution, at the annual convention of the Chamber of Commerce of the United States, in New York, last May, have each been printed in pamphlet form, and the pamphlets have been distributed among the A. W. A. members by the president, W. W. Morse, Minneapolis. (Mr. Cotter's speech was published in full in the June issue and Mr. Gerhardt's in full in the August issue of *Distribution and Warehousing*.)

Mr. Morse, in a letter accompanying distribution of the pamphlets among the members, said:

"If any merchandise warehouseman in the United States or Canada has ever been at a loss to present arguments to prospective customers as to the value of the service he can render them, these pamphlets enclosed will certainly afford ample reasons for the use of the merchandise warehouses of the country by manufacturers and jobbers."

The addresses were made at the meeting of the national Chamber's Domestic Distribution group, in which warehousing as an industry has representation.

Chamber Appointments

President Morse has announced the appointment of the following members to represent the association in the Chamber of Commerce of the United States for the ensuing year:

National Councilor: Samuel W. Lipincott, president Terminal Warehouse Company of Baltimore City, Baltimore.

Delegates: F. L. Harner, secretary and treasurer Fidelity Storage & Warehouse Co., Philadelphia, and Nimmo Old, Anheuser-Busch Ice & Cold Storage Co., Norfolk, Va.

Connecticut Warehousemen's Association

To Elect Officers

THE Connecticut Warehousemen's Association will elect officers for another year at a meeting to be held in Hartford on Sept. 22. The host on this occasion will be E. G. Mooney, president of the Hartford Despatch & Trucking Co., Inc. Mr. Mooney has been the association's acting president since the resignation, several months ago, of D. M. Burrie, of Bridgeport.

The Connecticut body, organized about a year ago, did not suspend its activities during the summer months. The July meeting was held in New London. This was the anniversary gathering and the members were the guests of the B. B. Gardner Storage Co. at a shore dinner held at Ocean Grove. The August meeting was held in Waterbury, where the

National Furniture Warehousemen's Association

New Members

THE election of the following new members in the National Furniture Warehousemen's Association is announced by Ralph J. Wood, Chicago, secretary: Bartlett Brothers, Hartford, Conn.

Central Warehouse Co., Saginaw, Mich. E. L. Beach is president, F. B. Crego is secretary and manager and R. Geddes is treasurer.

Duggan Transfer Co., Lewiston, Mont. B. G. Duggan is president and manager and R. E. Carson is secretary and treasurer.

Galt Block Warehouse Co., Portland, Me. E. N. Tyler is president, F. B. Tyler is secretary and treasurer and J. S. Sawtelle is manager.

Globe Storage, Philadelphia. LeRoy K. Smith is owner.

Hoffman Express & Storage Warehouse, Ridgewood, N. J.

Lathin's Transfer & Fireproof Storage Co., Santa Barbara, Cal.

Ogden Transfer & Storage Co., Ogden, Utah. Rufus Ford is president and manager and E. A. Ford is secretary.

William F. Ricardo's Storage Warehouse Co., Hackensack, N. J.

Union Transfer & Storage Co., Tampa, Fla.

White Line Transfer & Storage Co., Billings, Mont.

With the election of the foregoing the National's membership is 651 companies.

Ralph N. Blakeslee Co. entertained the visitors.

At the close of a year of association work more than 80 per cent of the State's warehousemen eligible to membership are identified with the organization. At many of the meetings 70 per cent of the membership has been present. According to a statement from the public relations committee:

"The association for the first time brought into active touch with one another the warehousemen of the State, and all feel that the gain has been so great that the association will be continued as part of the activities of Connecticut storage executives. The members are keeping in close touch with what the American and National associations are endeavoring to accomplish. The year's work may be summarized by saying that the Connecticut association has been a means of knitting the State's warehousemen together in a unified whole. It has become an avenue for the establishing of uniform local practices."

Maxwell Succeeds Pouch

E. H. Maxwell, vice-president Independent Warehouses, Inc., has been elected treasurer of the Warehousemen's Association of the Port of New York. He succeeds the late A. B. Pouch.

How Cleveland Warehousemen Try to Entertain the Local Railroad Representatives Each Year

By W. H. TURNER,
Secretary, Lincoln Storage Co., Cleveland

"WELL, my lad, what do four and four make?" asked the gentleman.

"Eight," the lad replied.

"That's pretty good," drawled the gentleman approvingly.

"Pretty good, Hell! It's perfect."

And so, ventured George Rutherford of Lincoln in his characteristically modest way, was the blowout given Friday, Aug. 3, by the Cleveland Furniture Warehousemen's Association in honor of



C. J. Neal does things from ear to ear

the local freight agents and their cashiers, and other guests.

The annual event was staged at Dover Inn, a quiet sylvan retreat some eight or ten miles southwest of Cleveland, where on all ordinary occasions only the lowing of distant herds and the droning chirp of an occasional cricket disturb the peaceful tranquillity that hovers over the place like an enchantment, but where on that eventful Aug. 3 even the cows and crickets stood aghast.

For here, as an example, was Ralph Wood, the staid and honored National secretary, who arrived upon the scene after having begun the afternoon quite properly at golf, where, as he styled it himself, he trudged along in someone

BUILDING FRIENDSHIP

DURING the course of the recent N. F. W. A. convention at Mackinac Island, Mich., F. L. Bateman, Chicago, the National's president, took occasion to recommend to all local associations that their members cement business and friendship relations with their local freight agents in the way the Cleveland Furniture Warehousemen's Association does it—by holding a joint outing with the railroads' representatives once a year.

On Aug. 3 the Cleveland warehousemen held another of these outings. In furtherance of Mr. Bateman's advocacy of the plan, the story of what took place is here published in full as submitted to *Distribution & Warehousing* by the Cleveland association's secretary, W. H. Turner, secretary of the Lincoln Storage Co. of that city.

"It is an excellent idea," Mr. Bateman said at the N. F. W. A. convention, alluding to what the Cleveland warehousemen are doing, "and it will pay other communities to do likewise."

Read Mr. Turner's story—and mull the idea over.

else's shoes, wielding clubs that possessed neither wim nor vigor, and chasing a couple of adolescent pills that Tom Moffett had long since discarded. But Ralph's proper beginning bore no relation whatever to his tragic ending, for as the night wore on and the boys were leaving, here was Ralph to be seen gripped in the most painful of contortions doing what seemed to be a cross

between a Tutankhamen snake dance and a modern shimmy, all the while moaning pitifully something about bananas, string beans, and ka-bah-ges.

A red-hot ball game between the "Freight Handlers" and the "Van Drivers," together with a couple of high-powered horseshoe tournaments, and an e-lemon-ation contest, vied with each other for the applause of the onlooking



Had it been an ostrich, J. J. Gund's gustatory efficiency would have been undiminished

multitude, consisting of two water boys, three cows, and a couple of he-chickens.

As long as "Great Service" Scott was umpiring, the "Van Drivers" were in the lead, but at the beginning of the seventh inning a couple of burly ruffians and a conniving warehouseman led him gently away, setting up in his place the usurper Bill Thomas, of known proclivities, whose decisions were more easily controlled. From that moment forward, the "Freight Handlers" began to show results, coming out at the end of the ninth inning victorious with a score of 17 to 9.

Jack Moyer of the Nickel Plate was a heavy hitter for the "Freight Handlers."



Ralph J. Wood



O. L. Scott



T. J. Moffett



C. W. Dillworth



Geo. A. Rutherford



H. S. Walker



G. R. Littell, owner of the B. & O., saves the situation with a few timely remarks



Bill Turner keeps the minutes—etc.



Walker drives the peg with the Rock of Gibraltar

In fact such scores as they achieved honestly is attributed by some to Jack's timely and strategic slugging powers.

It is much to be regretted that L. A. Roelle of the Trans-Continental was permanently disqualified from participation in the game because of his obdurate and unruly disposition. However, some of his close freinds contend that this temporary lapse is to be attributed to an empty stomach, for, as they point out with compelling logic, Roelle became boisterously jovial the instant the spell of the dining room stole over him.

Louis Weiss of Andrews fumbled the ball on several crucial occasions, thereby calling down upon himself much boo-hooing from the bleachers. But in the banquet hall he more than retrieved himself, for his rendition of the banana song was indeed par excellence.

It was at horseshoe that the "Van Drivers" came back strong when Ralph Wood and Tom Moffett copped off the prizes, though it was whispered quietly that they wielded loaded gallopers.

Harry Carrier of the Cleveland Trust Co. pitched with the same zest with which he might be expected to collect compound interest. But when he was through he looked more like a grave dig-

ger than a banker.

H. S. Walker of the Pennsylvania pitched seven games without once missing the peg! So he claims. But don't take Walker too seriously—after such a picnic one is likely to claim almost anything.

Training Lemons

SOMEONE handed the boys a lemon when he pranced out with Sally's silk parasol and a couple of dozen of the fruit that made California famous.

To hurl a lemon a distance of fifteen feet into the broad expanse of an up-turned silk umbrella seemed to the boys a veritable pipe—until after they had tried to do it.

W. H. Gray, secretary of the Cleveland Retail Men's Credit Co., decided early in the game that it was easier to suck the juice out of a lemon than it was to throw the lemon into the umbrella. Credit tactics are responsible for strange things occasionally.

John Becker of Becker Storage finally solved the riddle by aiming a well-directed lemon at the umbrella's handle. The lemon treated thus roughly would cease its resistance as lemons are wont to do, and slide coily down the handle

into the umbrella. In fact Becker caressed three lemons out of five into submission and walked away with the prize.

Then came the call to eat, and in three twinklings every man had his feet in the trough. From the volume and the harmony of the sounds that proceeded there was little doubt as to the depth of the joy the process afforded.

O. L. Scott, the association's president, acted as toastmaster, imparting to the occasion a fitting and proper dignity, while Bill Thomas, his able lieutenant, flitted hither, thither, and yon, ministering to each in proportion to his capacity, and seeing that not even the least among them wanted.

"Dill" Dillworth directed the musical program, while every mother's son who suspected he could sing was soon emitting strange sounds copiously besprinkled with half masticated corn-on-the-cob.

'Twas indeed a hilarious assemblage. But Carroll, we hardly know whether to be ashamed or proud of you. Though we must admit that when you take your inhibitors off, you're some little ol' spooch maker at that!

And Brennan, if you work half as hard as you play, you sure must rustle some.



Left: Wassman killing Peek's chances at first



Right: H. T. Long catches for the freight handlers



Bill Thomas—you can tell him by his legs—dispenses limburgers

Bill Turner of Lincoln, the association's secretary, was a model of respectability this year. Truly to Bill a lesson once taught is cherished long.

Tom Moffett, the association's legal adviser, seems to have enjoyed the outing immensely, in spite of the fact that though hearing much he saw but little, for Brennan playfully pawed the lenses out of Moffett's glasses.

In the course of the speech making that followed the festivities, H. T. Long of the American Express Co. is reported to have stated that he would pay all warehousemen's claims without protest, explaining further that after such a blow-out the warehousemen could have anything he had. However, his officials need not become unduly alarmed, as upon subsequent interview Long disclaimed all knowledge of the above-mentioned statement, attributing same to certain disgruntled souls who would place him in other than the true light.

While most of the speeches were in light or humorous vein, practically all took occasion to voice seriously the tremendous value that the hearty spirit of cooperation and good-fellowship, exemplified by these annual outings, possess for both the railroad representatives and the warehousemen.

C. J. Neal, in his thorough way, got right down to fundamentals.

These little outings, said he in substance, are not intended to secure for the warehousemen any better or more favored treatment than is accorded to other shipping agencies. Rather, it is the desire of the warehousemen that all agencies be accorded impartial treatment. The warehousemen, whose future bread and butter lie in their doing their work in the most creditable manner, will give no trouble in the matter of proper packing. It is the small irresponsible agency whose methods must be brought up at least to the standard prescribed in the Interstate Commerce Commission's code.

Mr. Neal, as well as Mr. Littell, Mr. Moyer, Mr. Wassman, Mr. Laughlin, and Mr. Brennan of the railroad men, voiced the fact that the closer personal relationship existing between Cleveland



Ralph Wood, N. F. W. A. secretary, does a Tut-an-ah-Amen shimmy

freight agents and the warehousemen is responsible for the practically negligible volume of claims filed by Cleveland warehousemen that must be passed to authorities higher up for settlement.

It is to O. L. Scott, president, and his able entertainment committee, consisting of W. R. Thomas, J. J. Gund, and Thomas J. Heil, Jr., that the credit for this most enjoyable outing is due. In fact, as Bill Turner, the secretary, succinctly put it, anyone not receiving his money's worth, and reporting same to the proper authorities, will, if he feels he can lick the entertainment committee, not even then receive his money back.

Those who attended the outing as the Cleveland warehousemen's guests are B. R. Brennan, Big Four Railroad; Her-



Frank Laughlin keeps score—and the freight handlers win!



Below: Moyer pitches a modern game of horseshoes



"Les" Carroll, of DISTRIBUTION & WAREHOUSING, tells the boys what he thinks of 'em

man Bruehler, cartoonist; Harry E. Carrier, Cleveland Trust Co.; E. L. Carroll, Detroit, *Distribution & Warehousing*; J. C. Fisher, N. S. S. Railroad; W. H. Gray, secretary Cleveland Credit Men's Co.; F. W. Greer, Pennsylvania Railroad; Frank Laughlin, Erie Railroad; W. H. LaValley, Big Four Railroad; G. R. Littell, B. & O. Railroad; H. T. Long, American Railway Express Co.; B. A. March, New York Central Railroad; Charles Moore, Pennsylvania Railroad; J. M. Moyer, Nickel Plate Railroad; O. F. Murray, B. & O. Railroad; C. L. Nahrgang, American Railway Express Co.; H. W. Nugent, Nickle Plate Railroad; J. J. Pruost, N. S. S. Railroad; William Rankin, American Railway Express Co.; G. E. Richards, Pennsylvania Railroad; J. P. Rinella, Erie Railroad; A. E. Stapleford, Nickle Plate Railroad; E. D. Shenk, Wheeling & Lake Erie Railroad; H. C. Spindler, advertising; P. J. Swartz, C. & B. Transit Co.; H. S. Walker, Pennsylvania Railroad; G. A. Wassman, Pennsylvania Railroad; F. S. Willsey, American Railway Express Co.

Warehousing was represented by the following: Andrews Furniture Storage Co., C. W. Dilworth, L. J. Weiss and R. H. Woodruff; John Becker Storage, Elmer Becker and John Becker; Cleveland Cartage Co., John C. DeVenne; Lake Shore Moving & Storage Co., A. B. Peck and B. Roberts; Lakewood Fireproof Storage Co., J. J. Gund and L. A. Roller; Lincoln Storage Co., H. T. Keller, T. J. Moffett, George A. Rutherford, W. R. Thomas and W. H. Turner; Mead Redhead Storage Co., Mead Redhead; National Furniture Warehousemen's Association, Ralph J. Wood, Chicago, secretary; Neal Fireproof Storage Co., C. J. Neal, Elmer G. Mensner and Charles Meyer; Redhead Storage Co., J. B. Kearns and T. M. Lynch; Scott Bros. Fireproof Storage Co., W. E. Joslin and O. L. Scott; Trans-Continental Freight Co., L. A. Roelle; Windermere Transfer & Moving Co., J. J. Heil and Thomas Heil, Jr.

Warehousemen on Committees

Representatives of the cold storage branch of the warehouse industry have been given a number of committee chairmanships in the coming year's activities in the American Association of Ice and Refrigeration through appointment by the organization's president, R. H. Switzer, secretary St. Louis Refrigerating & Cold Storage Co., St. Louis.

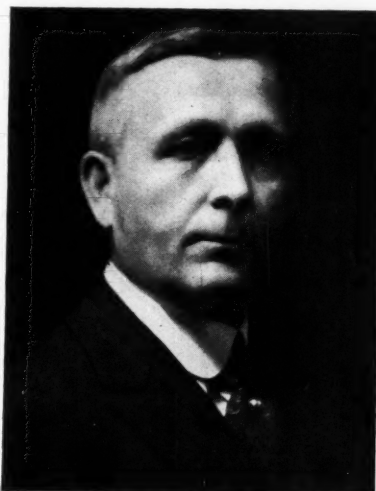
Frank A. Horne, president Merchants' Refrigerating Co., New York, is chairman of the committee on legislation; George A. Horne, also of the Merchants' company, is chairman of the committee on industrial refrigeration; W. B. Mason, vice-president Merchants' Cold Storage & Warehouse Co., Providence, R. I., is chairman of the committee on programs, papers and lectures; Gardner Poole, president Commonwealth Ice & Cold Storage Co., Boston, is chairman of the membership committee.

Dr. Mary E. Pennington, who is an associate member of the American Ware-

housemen's Association, is chairman of the committee on State and national experimental investigation, and J. F. Nickerson, Chicago, also an A. W. A. associate member, is chairman of the committee on international relations and activities.

Minnesota Warehousemen's Association

J. P. Feuling



Elected president Minnesota Warehousemen's Association at recent annual meeting. Mr. Feuling is president of the Central Warehouse Co., St. Paul

Central New York Warehousemen's Club

Yearly Convention

The Central New York Warehousemen's Club at its annual meeting, held at the Hotel Woodruff, Watertown, on June 23, reelected officers as follows:

President, R. M. King, treasurer King Storage Warehouse, Inc., Syracuse.

Vice-President, Nathan Bimberg, general manager Joseph Bimberg Sons, Elmira.

Treasurer, F. C. King, president King Storage Warehouse Inc., Syracuse.

Secretary, William J. Connor, secretary Flagg Storage Warehouse Co., Syracuse.

Engineers to Meet

The National Association of Practical Refrigerating Engineers will hold its fourteenth annual convention at Memphis, Tenn., on Dec. 12-15.

Pacific Coast Furniture Warehousemen's Ass'n

Insurance Problems

DISCUSSION of the application of two kinds of insurance, fire and employee, occupied the attention of the northern division of the Pacific Coast Furniture Warehousemen's Association at a recent meeting in San Francisco, with Reed J. Bekins, manager Bekins Fireproof Storage, San Francisco, presiding. A. P. Lange, identified with the California Policyholders' League, was the evening's speaker, saying in part:

"Insurance is like an income or other tax. There is an agreement among the insurance companies to divide the burden of insurance losses, such, for example, as by great conflagrations, among the various States. The laws of these States regarding insurance are, of course, different, but an equitable rate has been devised, on the cost-plus system, for premiums. The underwriting premium is 5 per cent, and the 'conflagration reserve' 3 per cent. When the profits exceed 8 per cent it is agreed that the rates shall be reduced. Now this agreement has been entered into in many of the States, but not in California, the State in which the businesses and warehouses of you gentlemen are located.

Referendum Planned

"The actual underwriting premium in the States where this agreement prevails is $\frac{1}{2}$ of 1 per cent. In California it is 22 per cent. For this reason the League of California Municipalities took up this matter and the rates were reduced. Efforts at rate regulation in the Legislature in this State, however, were defeated, and steps are now being taken for an initiative bill on the ballot at the election in the fall of 1923 to regulate insurance rates, and to demand for California the nation-wide average of rates. This is not an effort to put California in the fire insurance business, but solely to place the State in a position to regulate insurance rates and practices, just as the State Railway Commission regulates railroad rates and service. It is vitally important to the warehousing business, both general and furniture, that this measure be adopted.

"The overcharge on insurance rates in California is approximately 35 per cent. For 1922, when \$35,000,000 was collected by the insurance companies in this State, the overcharge—part of which you paid—was \$12,000,000; for 1923 it will be about \$15,000,000. The movement is to be started by the Oakland Chamber of Commerce, so as to give it the backing of an independent commercial organization representing all forms of business, and to give it, further, the benefit of complete and thorough investigation by an organization which is working solely for the best interests of the business men who pay the majority of this overcharge in fire insurance premiums. New York

and Ohio are doing this kind of work to regulate insurance, and their work is proving a great success.

"When such a law is on the books of California the insurance companies must file annual statements showing their premiums and losses. It will prevent the unloading on California of the burden of losses in other States, through unjust increase of premiums in this State, and you warehousemen bear a large part of this burden of increase.

"Indeed, the furniture warehousemen are particularly hard hit by such discrimination and unjust rates. They should bear their just proportion of such losses, under the agreement for division of the losses by conflagrations and similar disasters, but no more, and they are now bearing, in this State, a great deal more than they should carry. Certain railroads, for example, get preferential treatment in fire insurance rates on their buildings, notably warehouses. Thus the railroad storage building, competing with the warehouseman, gets the benefit of a very much lower rate of insurance on building and goods stored therein. This is unjust and I am here to ask you warehousemen to take steps to end it.

Reductions Are Possible

"If this law is adopted by the people—and you furniture warehousemen, coming into daily contact with many voters, can do a great deal toward having it adopted—there will be a reduction in rates ranging from 10 per cent in some sections of the State to 65 per cent in others, with an average throughout California of 35 per cent. In 1922, had this law been in effect, the people of the State would have paid approximately \$6,000,000 less for fire insurance than they did pay. In California the losses and premiums in the various cities and towns are not made public by the insurance companies. This must be remedied, so that the people who pay the premiums may know just what they are paying and what they are getting, and also may be certain that no preferential rates are being given.

"In San Francisco, for example, where rates were advanced 25 per cent after the conflagration of 1906, and never since reduced, there are 180-odd insurance companies, of which 111 had no losses whatever in the fire of 1906. Yet these companies, one and all, losers and others, are allowed to impose the increased rate, and you warehousemen are paying at least 35, possibly 40, per cent more than you should pay for fire insurance on your buildings. About five years were required to pay off the San Francisco losses at the increased rate. The property loss in the fire of 1906 was \$350,000,000, but the actual loss to the insurance companies was only \$146,000,000, or considerably less than half of the property loss. But you, and all the rest of the insured, have been paying the 25 per cent increase in rates ever since.

"In spite of the construction of better and more fireproof buildings, and in the face of the great improvements in fire-prevention, fire-control and fire-fighting methods, insurance rates have advanced

nearly three cents during the past fifty years. Why? No one knows except the fire insurance companies, and they will not even make public a statement of their premiums collected or their losses paid in this State.

"The proposed law will eliminate all preferential rates, and will give all furniture warehousemen the same rate, a thing you are not now receiving. You also will find that your general rate on warehouse insurance and on stored goods will be reduced by a good many dollars."

Committee to Investigate

The northern division went on record by unanimous vote directing the naming of a committee of three to confer with the Oakland Chamber of Commerce with a view to investigating this insurance measure, so that if it were found to be all that is claimed for it the association might actively support it.

The group insurance plan for employees was brought up for discussion. This plan has been adopted by the southern division, meeting at Los Angeles, but considerable uncertainty as to the advisability of adopting it in the northern division was expressed by the members, owing to the difference in labor conditions between northern and southern California, and to the domination of the northern labor field by the unions, most of which have some sort of insurance scheme for their members. The point was also made, from experience, that few laborers would accept this group insurance, even though it did give them insurance at a greatly reduced rate. From the point of view of the employer it was pointed out that the cost of this kind of insurance to firms in the warehousing business is very small compared with the expenditure necessary to take care of even one employee's family, in case of destitution through the death or disability of that employee. No action was taken by the northerners.

Shippers' Executives to Meet

The directors of the National Distributors' Association, the trade organization of traffic and sales managers of manufacturing companies which distribute through warehouses, will hold a meeting in Chicago on Thursday and Friday, Oct. 4 and 5.

At this meeting arrangements will be made for holding the association's annual convention, which will be in November or December and probably in one of the industrial cities of the Central West.

Team and Truck Officers

At the recent Milwaukee convention of the National Team and Motor Truck Owners' Association, with which many warehousemen are identified, officers were elected as follows:

President, Joseph X. Galvin, Chicago; First Vice-President, E. Foster Moreton, Detroit; Second Vice-President, Gerald Garvey, New York; Secretary, Frank F. Tirre, St. Louis; Treasurer, William J. McDevitt, Cincinnati.

New York State Warehousemen's Assoc.

Looking Into the Future

A FEATURE of the second annual convention of the New York State Warehousemen's Association, held at the Mountain House, Beachview, N. Y., on Aug. 10, was a decision to get the State's storage industry ready for State regulation in the event that such regulation comes.

Late in the afternoon the association, in cooperation with the hotel management, held services in memory of the late President Harding.

Officers for the new year were re-elected as follows:

President, Joseph W. Glenn, O. J. Glenn & Son, Buffalo.

Vice-President, C. A. McKernan, Utica Carting & Storage Co., Utica.

Secretary-Treasurer, William T. Bostwick, president Thomas J. Stewart Co., New York City.

The foregoing serve as directors, together with the following:

Arthur S. Blanchard, president Blanchard Storage Co., Rochester, and president Rochester Truckmen's and Warehousemen's Association.

William J. Connor, secretary Flag Storage Warehouse Co., Syracuse, and secretary Central New York Warehousemen's Club.

W. Clive Crosby, president Fidelity Warehouse Co., New York City, and president Warehousemen's Association of the Port of New York.

Frank S. Gottry, president Sam Gottry Carting Co., Rochester.

R. M. King, treasurer King Storage Warehouse, Inc., Syracuse, and president Central New York Warehousemen's Club.

Charles S. Morris, president Metropolitan Fireproof Warehouse Co., New York City, and president New York Furniture Warehousemen's Association.

Harold Sours, Sours Carting Co., Inc., Rochester.

E. J. Tucker, manager Monarch Storage Co., Buffalo, and president Buffalo Furniture Warehousemen's Association.

John F. Weis, secretary Rochester Carting Co., Rochester, and secretary Rochester Truckmen's and Warehousemen's Association.

C. A. Winslow, president Winslow Trucking Co., Inc., Watertown.

William Young, Niagara Falls.

The suggestion that the State's warehousemen prepare for future regulation was advanced by Mr. McKernan, who, predicting that sooner or later it was certain to come, said the industry should meanwhile place itself in a position to frame the legislation which would be enacted. He urged a committee be appointed to start on this work by ascertaining what the regulations are in other States where warehousemen are under supervision. President Glenn said such a committee would be created.

Resolutions were adopted in memory of three deceased members, F. J. Abel of

Buffalo, Joseph W. Powell of Buffalo and A. B. Pouch of New York City.

The various members reported on wage and labor conditions in their communities, and the discussions developed nothing untoward except that in New York City the truck drivers had been given a wage increase recently of about 10 to 12 per cent.

James G. Perkins, Albany, suggested that the State association keep in active touch, during the coming year, with the prospective members in his city with a view to attracting them into the association and having them also organize a local body.

A talk on the American Warehousemen's Association's new encyclopedia, "Warehousing General Merchandise," was made by H. I. Jacobson, manager of the Warehousemen's Association of the Port of New York.

Coloradoans to Convene

The semi-annual meeting of the Colorado Transfer and Warehousemen's Association will be held at the Antlers Hotel, Colorado Springs, on Sept. 7 and 8.

Van Owners' Association of Greater New York

New Wage Scale

"**D**ESPITE opposition in our own organization and against business conditions as they exist in our industry," says the Aug. 18 issue of *The Van Owner*, the official organ of the Van Owners' Association of Greater New York, "the labor committee representing the Van Owners' Association granted our employees an all-around increase of \$3 per week. This is the amount that was passed upon at the last meeting of the associations and the limit of increase as set by resolution.

"It is quite discouraging to learn that this increase has not met with the general approval of our employees. It is difficult to understand how more could have been anticipated based upon business conditions and the tremendous volume of unprofitable time throughout the year.

"Unfortunately for all concerned our employees are not in sufficiently close touch with our business costs and unless the spirit of cooperation is developed and nourished we will drift toward conditions that make for unprofitable times for all concerned.

"Steady employment should have consideration and the spirit of cooperation should readily replace a spirit of antagonism.

"Cooperation brings out the best for all concerned; dissatisfaction and antagonism is a breeder of difficulty and trouble."

Another Los Angeles Company

The Modern Warehouses, Inc., has been incorporated in California to con-

duct a public storage business in Los Angeles. Capital stock, \$25,000—250 shares at \$100 each.

Favors Railroad Consolidation

Consolidation of the New England steam railroads and their financial rehabilitation constitute the solution of the railroad problem in New England, according to a report presented Aug. 18 to the Boston Chamber of Commerce by its special committee on New England railroad policy. The committee has been studying the question since June, 1922. It recommends opposition to any form of trunk line control.

\$250,000 KNOXVILLE PLANT NEARLY READY

KNOXVILLE'S new storage plant, being erected at Randolph Street and the Southern Railway tracks for the Knoxville Fireproof Storage Warehouse Co., at a cost of more than \$250,000, is nearing completion and will be ready for occupancy by Sept. 20 or Oct. 1. Both merchandise and household goods will be stored.

The building will stand 151 by 165 ft. and will contain 135,000 sq. ft. of floor space. It will be six stories high, and a thick fireproof brick and tile wall, at about the center, will divide it into two parts, both of which are being equipped with automatic sprinklers.

In the section nearer the railroad tracks, for unloading convenience, will be stored canned goods, flour, machinery and other merchandise and automobiles. The other section, together with the entire sixth floor where there will be forty individual rooms, will be devoted to household goods storage, and there will be silver vaults installed. A fleet of motor trucks will be operated for distributing merchandise and transporting household goods.

D. R. Benedict, who has had long experience in warehousing in Denver and Los Angeles, has been engaged as manager, and identified with the company are, as president, Eugene Galyon of the Knoxville Lumber & Manufacturing Co., and J. M. Houser as vice-president, and Howell Davis as secretary and treasurer.

THIS WAREHOUSE IS 151 YEARS OLD

A WAREHOUSE built in 1772 and still standing at the foot of the public square symbolizes perhaps better than anything else the spirit of Nantucket, Mass., and on Aug. 16 time turned back 100 years in the old whaling port. The occasion for the revival of the days of Nantucket's glory was a fete for the benefit of the local hospital.

The warehouse bears in large letters the names of three whaleships, the Dartmouth, the Beaver and the Bedford. These old vessels were among those which brought the hated tea in Boston in the days before the American Revolution.

NEW FREIGHT RECORD IS MADE BY CARRIERS

RAILROADS of the United States carried during the first six months of this year a greater amount of freight than during any corresponding period in their history, according to tabulations made by the Bureau of Railway Economics, based on reports filed by the carriers at Washington.

The traffic amounted to 225,435,608,000 net ton miles, an increase of 7 per cent over the corresponding period of 1920, which had marked the previous record.

The average movement of freight cars during June was 28.3 miles a day, the highest average for any June since 1917. Every increase of one mile in the average car movement, it is explained, is equivalent to the addition of 100,000 freight cars.

To Vote on Gas Tax

The 15,000 signatures necessary for a Massachusetts gasoline tax referendum have been collected by the automotive interests and filed with Secretary of State Cook.

As a result, Bay State truck and passenger car users will not be forced to pay the tax of two cents a gallon until at least Jan. 1, 1925, if then.

Whether the gas-tax law will go into effect or be rejected will be decided by the people at the national election a year from November.

It has been estimated that the tax would yield the State about \$4,500,000 a year. Governor Cox had recommended the tax in his inaugural message and it was enacted by the Legislature. The automotive interests would have agreed to a one-cent tax, but Governor Cox declined to arbitrate.

Robbery Frustrated

An attempted hold-up in the garage of the household goods warehouse of Charles D. Strang, Inc., on South Portland Avenue, Brooklyn, failed when a negro employee, not understanding the purpose of a gang of invaders, was shot and seriously wounded when he reached for a revolver which had been pointed at him.

Six men in a motor car entered the Strang garage late on the afternoon of Aug. 28 and asked for gas. After receiving the fuel, one of the gang pointed a weapon at the garage manager, Philip Findholdt. At this moment Solomon Price, an employee, entered and jokingly demanded the revolver. He received a bullet above the heart and the hold-up men fled in their machine. The license number was noted and later a man was arrested on a charge of felonious assault.

New Texas Company

The East Texas Compress & Warehouse Co. has been incorporated to carry on business at Mount Pleasant, Tex. Capital stock, \$60,000. The incorporators are H. F. Underwood, A. S. Underwood and C. Ferrell.

NEW ORLEANS PORT COM- PETES IN WAREHOUSING

CALLED on by a delegation of New Orleans public warehousemen to abide by its recently announced policy of not competing with them, the Board of Commissioners refused to discontinue term storage of miscellaneous commodities, including news print papers for local newspapers, at the public cotton warehouse.

The best the warehousemen, who were headed by W. H. Douglas, president of the Douglas Public Service Corporation, could get, was an assurance that at some future time the Port Commission would define transit storage and then confine its warehousing to goods in transit.

The Commission, when some time ago stating its policies for developing the industrial canal and adjacent property as a combined manufacturing and rail and water terminal, included what was interpreted by the commercial warehousemen as a definition of the limits of its activities in warehousing. Their interpretation, which also was that of the only newspaper which commented editorially, was not later either qualified or denied by the Commission. The warehousemen accordingly became apprehensive when they learned that the Commission was storing all kinds of goods at the public cotton plant.

The storage rates at the cotton warehouse, recently reduced, were such that the quantity stored reached a minimum in July, and some of the commercial warehousemen claim that the former rates had simply driven the business to Galveston and that this was followed by an attempt, on the part of the New Orleans Commission, to make the cotton plant profitable by accepting other commodities in storage.

The warehouse delegation pointed out that the storage of news print paper could not be included in the definition of "transit storage," inasmuch as the paper is consumed in New Orleans.

The cotton warehouse is a long haul from the newspaper plants but there is no drayage from the ships into the cotton warehouse, and the two hauls from and to the commercial warehouses cost more than the single haul. The commercial rate is 70 cents for the first month and 40 for the second for each short ton. The Commission, it is reported, is charging 50 and 30.

The term unit at New Orleans is thirty days. The warehousemen called the Commission's attention to fifteen days as the usual storage unit term in this country and asked that fifteen days constitute the limit for "transit" storage. Met with the reply that the railroads store goods in cars and sheds for longer periods, the warehousemen called the Commission's attention to the schedule for such charges that raises instead of falls and penalizes term storage.

The New Orleans *Item*, one of the dailies using the cotton warehouse for news print paper, discussing the situation editorially, says that "the warehousemen should have learned by this time that neither they, nor any other

special interest taking toll on traffic, are strong enough to check the general expansion of our commerce." The editorial continues:

"General warehousemen should devote themselves rather to serving the demands of commerce more cheaply, rapidly, and adequately, than to cavilling at the preparations of the Port Commission to take care of all emergencies.

"The Commission should not go, without occasion, into the storage business. But they should prepare storage facilities against the overloading of existing warehouses. They should then use these storage facilities, without the least hesitation, at any time the private warehouses retard the commerce of the port in any way—by lack of facilities, by exactions in rates, or in any other direction.

"The important thing is to handle the commerce that is offered at rates that will keep it coming. When that is done, the general interest of the entire city is served. The city will then grow as the port grows. Warehousemen and draymen must no more be permitted to restrict commerce in their own selfish interests than any other class."

REMOVE STAINS FROM CONCRETE FLOOR

AMETHOD for eradicating oil stains from the concrete floor of a warehouse was suggested by Col. H. C. Boyden, of the Portland Cement Association, at the National Furniture Warehousemen's Association's Mackinac Island convention, as follows:

Dissolve $\frac{1}{2}$ pound of lye or oxalic acid crystals in 2 or 3 pints of water. Then, using rubber gloves and a stiff brush, scrub the surface of the oil spots for 5 or 10 minutes. Rinse and scrub the surface thoroughly with clean water. Cover the spot for a day or two with about $\frac{1}{2}$ inch of air-slacked lime.

New Alabama Company

A general storage warehouse business is planned in Wetumpka, Ala., by the Elmore County Bonded Warehouse & Storage Co., newly organized. Property adjoining railroad tracks has been purchased from lumber interests, the buildings including a two-story brick structure 50 by 100 feet. Space will be U. S. bonded and licensed.

Long Island City Blaze

Fire on Aug. 14 destroyed a warehouse occupied in part by the Union Warehouse & Storage Co., in Long Island City, N. Y. The loss was estimated at \$300,000, in part caused by the destruction of fifty automobiles and trucks owned by a motor car company which had leased part of the premises. One man was found dead in the ruins.

COORDINATION HALTS TERMINAL CONGESTION

JAMES R. HOWARD, formerly president of the American Farm Bureau Federation and now head of the National Transportation Institute, in an address in Chicago on Aug. 20 before traffic executives, advocated coordination of motor truck transportation with railroads to avoid congestion at railway freight terminals through the piling up of merchandise.

"A system of amalgamation of motor truck and railroad service is established in London," he said, "where 80 per cent of the motor trucks are owned and operated by the railroads. In St. Louis the system has been perfected by an independently owned motor transport company, working under contract with the railroads and operating eight off-track freight houses in the city and one in East St. Louis.

"Practically all the outbound freight is loaded out of the railway stations on the same day it is delivered to the trucking company in St. Louis. Of the interchange freight 87 per cent is delivered to the connecting line on the day it is unloaded. In London, goods received at 4 p. m. 240 miles from the city can be delivered at the store door by 9 a. m. the next morning. Twenty-four hour door to door service is the rule for less than car load freight in a radius of 200 miles from London.

"Big city freight terminal problems are among the most pressing that transportation has to face. It is plainly impossible to build tracks and on-track freight houses in territory now congested. The partial breakdown of fruit and produce delivery in New York is an illustration of what may happen. The New York Port Authority is now engaged in an effort to build up quickly a coordinated trucking system to operate with the railroads and meet the emergency."

Bayonne Expansion Planned

A new corporation known as the New York Terminal Co. has proposed to the board of commissioners of Bayonne, N. J., plans for waterfront development with warehouses, piers and railroad terminals at a cost of approximately \$150,000,000. Financial, railroad and steamship interests are reported to be interested in the project, which would include the establishing of ferry connections with New York City and the development of land now under water and would provide work for 25,000 men.

The commissioners deferred action on the proposal until after public hearings could be held.

Nebraska Licensed Plants

Up to Aug. 8 more than 215 licensed bonded grain warehouses had been authorized throughout Nebraska, it was announced by the State Railway Commission. This compares with 130 a year ago.

OHIO'S NEW TRUCK LAW IS NOW IN OPERATION

THE Ohio Public Utilities Commission, following in part suggestions offered by the State's warehousemen and by representatives of the Ohio Association of Commercial Haulers and other business organizations, has completed rules and regulations for governing the operation of motor trucks, in accordance with the provisions of the Freeman-Collister law which became effective on July 28. The work of preparing the rules and regulations was no small task, and it is probable that amendments will be required, as time goes on, to fit changing conditions and to meet any protests.

The rules provide that every motor truck company operating between fixed termini and over irregular routes must first obtain from the Commission a certificate declaring that public convenience and necessity requires such operation, but this does not apply to companies or individuals operating before the new law went into effect. Applications for operation must be filed in duplicate and the certificate must contain the location of the principal office or place of business and a statement covering the physical property, especially as to the kind and number of motor trucks.

The certificate must show also the complete route over which the truck or trucks will be operated, giving the number of miles of the route; and, if the route is in a municipality or county, showing the mileage in all separate political subdivisions. The certificate must contain also the proposed tariffs and the proposed times of the service. This applies especially to regular routes, and separate regulations are provided for irregular routes. A printed map or blue print is required in the case of regular routes. There must also be copies of partnership agreements if such partnership agreements exist.

As to liability bonds filed with the Commission, the rules provide that trucks must carry freight insurance to the amount of \$1,000 for each motor truck and \$500 for each trailer.

Motor vehicles listed with the Commission and covered by insurance in accordance with the rules and regulations must have painted on their sides, in letters at least two inches high, P. U. C. O., followed by the number of the certificate assigned to the motor truck by the Commission. This must be removed or entirely effaced before the truck is sold or leased to any other company or individual.

The rules are now being followed out as closely as possible by a large number of transportation and haulage companies and more are coming within the provisions, according to the Commission.

N. Y. Space Available

Merchandise warehouses in New York City will be able to handle all the increase in storage business that is expected this autumn, according to W. C. Crosby, president of the Warehousemen's

Association of the Port of New York.

Notwithstanding that some of the warehouse companies have reported that the steady increase during the past few months had resulted in filling their plants to capacity, Mr. Crosby points out that there are other warehouses on Manhattan Island which are capable of taking care of all shipments.

New Wilmington Company

The Holstein Harvey Terminal, Inc., has been organized in Wilmington, Del., with \$2,000,000 capitalization, and plans to build an 8-story warehouse at Water and French Streets, opposite the Pennsylvania Building.

The parent corporation, Holstein Harvey, Inc., is a cooperative organization for grocers in Delaware, New Jersey and Pennsylvania, and the new company plans to place its space, which will include a great deal of cold storage, at the disposal of farmers sending their products to Wilmington. The warehouse will have about 735,000 cubic feet of storage space.

Wilmington and Philadelphia business interests are identified with the project.

MONTH'S CAMPAIGN TO AVERT FURNITURE LOSS

(Concluded from page 13)

in advance by the American Railway Association in furtherance of the September campaign. Copies of the longer article were placed in the hands of all local freight agents with instructions that they present the stories to their local newspapers.

It is planned by the freight claim division of the American Railway Association to prepare other press stories during September. The bases of these will be incidents sent in by local freight agents and incidents supplied by household goods warehousemen to David Bowes, Chicago, chairman of the N. F. W. A. traffic committee.

Peanut Storage Plans

At public hearings conducted by the Department of Agriculture in Virginia, Georgia and Texas cities late in August, representatives of various interests identified with peanut growing, cleaning, selling, warehousing and financing discussed tentative regulations which the Department had drawn up for licensing, under the provisions of the United States Warehouse Act, warehouses storing farmers' stocks of peanuts in the shell. H. S. Yohe, in charge of administering the Warehouse Act for the Department of Agriculture, conducted the hearings.

The Government has announced that the plan to broaden the scope of the Act to take in warehouses where peanuts are stored "is in response to an insistent demand from peanut growers, particularly in Georgia and Alabama, to extend the benefits of the Act for the purpose of facilitating the financing of the crop."

TOWER WAREHOUSE IS BURNED, IN NEW YORK

FROM 5.30 a. m. until 10 p. m. on Aug. 26 hundreds of firemen fought a blaze in one of the warehouses, at 531 West Street, of Tower's Stores, Inc., New York City. More than fifty firemen were overcome. At times entire crews were toppled over, and many of the men were removed to hospitals or to their homes. Deputy Chief "Smoky Joe" Martin was quoted by newspaper men as saying:

"This was one of the worst fires I have ever had to contend with because of the difficulties in fighting it. The men were smothered by the fumes of the burning goods packed tightly in floors bounded by three walls, and the only openings were the windows on the West Street side. It was impossible to get water to some parts of the burning stuff, though we poured in water at the rate of 5000 gallons a minute."

It was estimated that \$500,000 worth of general merchandise was stored in the building. The cause of the blaze was not determined.

The firemen confined the flames chiefly to the north section, which is divided by a blank wall from the main structure. As there was no possibility of getting hose through the front of the brick structure, holes were pierced in the dividing wall at each floor, through the roof, and in the upper part of the wall from the roofs of adjoining buildings on the north side. At times the suffocating blasts compelled the firemen to lash the lines in place and take flight, working in ten minute relays.

The warehouse was formerly the Delevan Hotel, a well-known waterfront hostelry forty years ago.

Would End Pilferage

An amendment, to the Carlin Act, which would provide specific penalties for stealing from interstate commerce loads stored in warehouses or while on trucks will be asked at the next session of Congress by the United States Department of Commerce, it is announced in Washington.

The amendment will be sought, it is stated, on the belief that its enactment would expedite prosecution when thefts take place, and also because such an amendment would give to motor transport companies the same protection which is now extended to rail and electric carriers.

Tyng in Motor Accident

Charles Tyng, president of the Tyng Warehouse Co., Salt Lake City, Utah, was badly shaken up in an automobile accident in Salt Lake City in August. The car he was driving was crashed into by another machine. A wheel on Mr. Tyng's car was torn off and one of the fenders was damaged. The driver of the other automobile did not wait to see what had happened to the warehouseman.

DAVID COMPANY BUYS EVANSTON, ILL., PLANT

THE David Fireproof Storage Warehouses, Chicago, have added another link to their chain of warehouses by the purchase, at a total cost of \$155,000, of the storage plant, equipment and goodwill of Pulver Bros., Evanston, Ill., it is announced by J. L. McAuliff, secretary of the Chicago company.

The property, located at 1830 Ridge Boulevard, in rapidly growing Evanston, which is suburban to Chicago, is well adaptable for future development. The lot is 134 by 260 feet and the building will hereafter be known as the Evanston Warehouse of the David company.

Ridge Boulevard is the main artery for automobile travel to and from the North Shore suburbs, dividing the traffic with the Lake Shore route known as Sheridan Road. The Pulver company has enjoyed patronage from Wilmette, Winnetka, Glencoe and other localities, as well as Evanston. The warehouse is at the junction of Ridge Boulevard with Railway Avenue and the North Western Railroad.

The acquisition of this property gives the David company five separate warehouse locations and places it in a position to care for shipments to Evanston and North Shore towns. The equipment purchased includes four White motor vans. The warehouse will be under the management of Walter Breit, who has been promoted from the Ravenswood warehouse of the David company.

Bottle Storage Test

Conditions under which glass is stored have a pronounced effect upon its appearance, according to the Massachusetts Bureau of Standards, which has been studying the problem.

For six months recently the Bureau experimented with several hundred bottles under varying conditions of storage and packing.

Examination at the close of the period revealed that those in better condition were the ones which had been stored in a dry place with an even temperature, as compared with outdoors or a very humid room.

Bottles packed in thin fiberboard boxes were found to be in better condition than those packed in open crates, while bottles wrapped tightly in paper were in worse condition than those which had not been wrapped.

It was found that cork or paper stoppers did not assist greatly in reducing the amount of weathering, but that rubber stoppers were effective.

"Building Business"

The New Bedford Storage Warehouse Co., New Bedford, Mass., has opened a modern cotton classing room in connection with its cotton storage business. The room is located at the Terminal Stores Warehouse, near the city's business center, and has been fitted out for the convenience of the company's customers for the purpose of inspecting and displaying their samples. There are six

large tables capable of accommodating approximately 3,000 samples, and the room is furnished with desks, typewriters, stationery, telephones, etc., with free stenographic service if required.

Iowa Act in Operation

The Iowa Warehouse Act passed at the recent session of the State's Legislature is now in force. It is designed to benefit the agricultural interests. Farmers will be able to use their grain as collateral while tiding over stringencies in the wheat market.

EQUIPMENT POINTERS FOR THE REPAIR SHOP

(Concluded from page 27)

stock cards, thus enabling an inventory to be made at any time.

System is necessary to the efficient operation of such a repair shop in connection with a garage and supply room. Several forms of recording transactions and keeping records will be necessary. The following three forms or their equivalent are necessary in most repair shops:

1. Stock Room Requisition. The mechanic or driver who needs some material does not merely "go and get it." He fills out a slip, signs his name, and the storekeeper charges the item against his truck or against the job.

2. Stock Card. This is a tag or card, attached to each bin in the stockroom. It records the changes in the number of units in any given bin, so that the truck owner can take inventory easily at any time. Spaces are provided for marking the receipt and delivery of the material.

3. Job Ticket. When a truck is to be repaired, it is given a job number and the workmen's time is recorded on a ticket held by the foreman.

A good practice in connection with the operation of a repair shop is to provide a "history card" for each truck; on this is listed each repair that is made and the amount charged against the truck for the job. It helps to figure depreciation. It tells whether the driver is abusing the truck. It keeps account of accidents, thereby indicating the advisability of carrying insurance. And it serves as a tangible way of comparing one make of vehicle against another.

Inspection reports are also advisable, as they hold the inspector to a definite process in going over the truck. These consist of sheets, usually in pad form, listing the parts of the truck that call for inspection and providing a space for the inspector's notations on the conditions found. Adjustments are recorded on these sheets, and recommendations for repairs either for immediate attention or for a more lengthy lay-up later on are made in a space provided accordingly.

Another idea that is frequently used is the driver's daily report sheets, somewhat similar to the inspection sheets, on which the driver notes any irregularities of running or symptoms of trouble. Without these slips, the driver will frequently forget to report some difficulty which may be serious and which the inspector may not discover with the engine idling on the garage floor.

S. M. GREEN APPOINTED A COTTON CLASSIFIER

SIDNEY M. GREEN, JR., president of the Southern Bonded Warehouse Corp., has been appointed cotton classifier and weigher for Petersburg by Secretary of Agriculture Wallace.

The appointment came after Mr. Green had passed required examinations as to his abilities and is the result of requests made to the Federal authorities for a registered cotton grader, in Petersburg, by officers of the local Chamber of Commerce who were anxious to restore the city as a cotton center.

"Not only will the certified grader and weigher protect the interests of the farmers at a point where they need protection," says a Petersburg newspaper, commenting on the Green appointment, "but the buyers will have the advantage of a standard classification, which should forestall any controversies as to the classes into which any lot of cotton should be placed."

"With the appointment of a grader, with the construction and ultimate operation of a large ginning plant, as announced yesterday, and with bright prospects for a cotton crop which will doubtless be ten times greater in the three adjoining counties this year than last, Petersburg will be recognized this season as a cotton market, many believe."

National Absorbs Southwestern

The National Warehouse & Forwarding Co., located at 2300-2400 South Harwood Street, Dallas, Tex., has taken over the entire holdings of the Southwestern Forwarding Co. of that city. Charles P. Vaughan is secretary of the new storage firm.

The Southwestern was organized in 1913. According to the 1923 Warehouse Directory, it had an investment of \$200,000 and operated, at the Harwood Street address, a merchandise warehouse containing 478,000 cubic feet, and was a member of the Texas Warehouse & Transfermen's Association.

New Cold Storage Project

The United Refrigeration & Terminals Co. Inc. has been organized in New York City, with L. M. Beeten, recently resigned as president of the Fulton Market Refrigerating Co. as general manager.

The new corporation recently purchased the entire holdings of the Bernheimer & Schwartz Pilsener Brewing Co., in the city blocks bounded by Amsterdam Avenue, Lawrence Street and 128th and 129th Streets—64 lots and more than 20 buildings.

The structures acquired include large cold storage warehouses and a 250-ton ice plant, with other buildings containing about 150,000 square feet of floor space. Under the eyes of Federal prohibition officials a million gallons of beer was emptied into sewers. At bootleg prices this was said to be worth \$1,000,000.

LAWRENCE OPENS THIRD WAREHOUSE IN 'FRISCO

ESTABLISHMENT of a Community Industrial Building as a part of its public warehouse expansion is announced by Al T. Gibson, president of the Lawrence Warehouse Co. with executive offices at 37 Drumm Street, San Francisco.

A fifteen year lease has been taken on a building at Sacramento and Davis Streets, where manufacturers and brokers may have their offices as well as places from which to distribute their stocks. The first floor will be devoted to offices.

Every facility of a modern public warehouse will be provided in the building, Mr. Gibson states.

The building contains 60,000 square feet of floor space, has frontage on three streets, and is equipped with three elevators and a spiral shoot.

The new building is the third warehouse to be opened in San Francisco by the Lawrence company during the past two years and a half; and the second to be opened within the past six months.

New Utica Company

The Genesee Storage & Transfer Co. has opened its new household goods and merchandise warehouse at 39 North Genesee Street, almost opposite the New York Central freight house, in Utica, N. Y. The plant is in charge of Patrick Shields, formerly identified with the Utica Carting & Storage Co.

New Raleigh Warehouse

A bonded storage plant is being erected on West Hargett Street, Raleigh, N. C., by E. C. Hillyer, who will operate it as a merchandise warehouse. The first unit, three stories, will be 70 by 250 feet, of reinforced concrete and steel. Later a second unit will be constructed. Overhead electric traveling cranes and electric floor trucks and special unloading conveyors will be installed.

Correction

The silver cup contributed to the National Furniture Warehousemen's Association as the prize for the convention baseball contests is the gift of R. G. Taylor, of William A. Iden & Co., 564 Washington Boulevard, Chicago.

Through an error it was stated in the N. F. W. A. baseball box score on page 16 of the August issue of *Distribution & Warehousing*, that the donor of the cup is W. L. Taylor, Chicago, secretary and treasurer of the Trans-Continental Freight Co.

The Red Cross Roll Call

The American Red Cross will hold its seventh annual roll call from Armistice Day to Thanksgiving.

The dollar membership fees will be used to promote a peacetime program devoted largely to health work.

The various phases of Red Cross activity include work for disabled ex-service men and their families, service to the regular Army and Navy, disaster relief,

first aid, life saving, enrollment of nurses, public health nursing, home hygiene and care of the sick, nutrition service, and the Junior Red Cross.

From July 1, 1917, to June 30, 1923, the American Red Cross spent \$163,000,000 in services to former soldiers, sailors and marines and their families. During the war it recruited 19,877 trained nurses to stand behind the men who fought in France and those who suffered in hospitals at home. Today it has a reserve nursing corps of 40,000.

Since 1914 the Red Cross has issued 304,427 certificates to women and girls who completed the course in home hygiene and care of the sick.

In a year's time the nutrition service held 1,800 classes.

The Red Cross spent \$1,441,486 in disaster relief work in the United States last year.

It has trained 175,000 persons in first aid methods and it has a volunteer life-saving corps of 29,274.

In the Junior Red Cross movement 5,000,000 children have been recruited.

Death of A. A. Mills

Arthur A. Mills of the Mills Storage & Warehouse Co., Pittsfield, Mass., died at his home in that city on July 18, aged 72 years. Since 1869 he had been in business in Pittsfield and was for many years the head of the A. A. Mills Co., one of the largest crockery firms in Massachusetts. He had extensive banking and realty interests.

HAVE YOU PURCHASED AN ENCYCLOPEDIA?

INDUSTRIAL traffic men as well as public storage executives will find worth having the American Warehousemen's Association's new publication — "Warehousing General Merchandise. An Encyclopedia."

This 415-page volume is the only single publication containing types of packages, sizes, weights and peculiarities of the majority of those commodities which are stored by public warehousemen and generally transported in commercial commerce.

Compiled as a ready reference work and in response to inquiries from business interests identified with the distribution of goods through public storage plants, the Encyclopedia contains information based on many years' experience of practical warehousemen throughout the United States.

Get a prospectus containing a general outline of the contents. One may be had by addressing the association's secretary, Charles L. Criss, Room 1110 Bessemer Building, Pittsburgh, Pa.

The price of the Encyclopedia to A. W. A. members is \$10 a copy. To others, \$15.

NEW REGISTRATION ACT OPERATIVE IN CANADA

A NEW act went into force in Canada on Aug. 1 obliging the banks to register their customers who borrow on goods. In calling the storage industry's attention to this law, C. O. Richardson, sales manager of the Howell Warehouses, Ltd., Toronto, writes to *Distribution & Warehousing*:

"The only way of overcoming this troublesome legislation is to have the manufacturer warehouse his raw material and the banks can then lend on the receipts without registering it with the Receiver General.

"The information to the effect that a man has borrowed on his goods is available from the Receiver General or from Dun's or Bradstreet's Special Report, but we understand that such information, of course, will not be published in Dun's or Bradstreet's bulletins or other publications.

"As this matter of negotiable warehouse receipts has been rather prominently brought forward during the past year or so, we thought that this information might be of interest to the warehouse industry."

Rare Violin Found in Storage

In the household goods warehouse of Morgan & Brother, New York, has been discovered a valuable violin, the property of a customer, and the instrument is believed by experts to have been manufactured prior to 1731.

The warehouse superintendent offered it to Carl Edouarde, orchestra conductor and collector of old violins, for \$2. Edouarde, whose orchestra plays in the Mark Strand Theatre, across the street from the warehouse, recognized the instrument as being of rare German make. Through the Morgan company he got in touch with the owner and paid her \$500 for it.

The warehouse customer said the violin had been the property of her son, who forty years ago brought it to this country as a curio, and she had placed it in storage along with furniture, canes and umbrellas.

The violin is being "worked in" by members of Edouarde's orchestra at the theatre.

Savannah Company Moves

The Savannah Bonded Warehouse & Transfer Co., Savannah, Ga., has removed from 302 Williamson Street, celebrating its tenth anniversary by taking new and modern quarters at Bay Street and Canal, in the heart of the city's industrial and shipping section. The location is directly across the street from the Central of Georgia and Southern Railway freight depots and a quarter of a mile from the piers of the Ocean Steamship Co. and the Merchants & Miners Transportation Co.

**CONSTRUCTION, REMOVALS,
PURCHASES AND CHANGES**

Los Angeles Warehouse Co., Los Angeles, has awarded a contract for the construction of a five-story and basement reinforced concrete plant on San Pedro Street, to cost \$150,000.

Slaters' Fireproof Storage Co., Chicago, is planning a five-story reinforced concrete warehouse, 100 by 125 feet, on South LaSalle Street, to cost more than \$150,000.

Acme Transfer & Storage Co., Minneapolis, is having plans drawn for a five-story brick and reinforced concrete warehouse at Third Street and Tenth Avenue, to cost about \$130,000.

Terminal Warehouse Co., San Francisco, will build a six-story and basement reinforced concrete storage plant on Brannan Street, to cost \$100,000.

Terminal Warehouse & Transfer Co., Philadelphia, has been granted a permit to build a \$300,000 storage plant at Front and Brown Streets and has awarded the contract.

Goodman Trucking Co., New York City, has purchased two warehouse and garage buildings on Front Street.

Goodman Distributing Co., Newark, N. J., has taken over, under lease, a warehouse, with railroad siding, at Eighteenth Avenue and Lillie Street.

Central District Warehousing Corp., Fayette, Ky., has increased its capital stock from \$1,485,110 to \$1,645,110.

Eastern District Warehousing Corp., Mason, Ky., has increased its capital stock from \$685,110 to \$835,110.

Western District Warehousing Corp., Shelby, Ky., has increased its capital stock from \$595,110 to \$720,110.

Pilot Warehouse Co., Winston-Salem, N. C., is building a \$20,000 cooperative tobacco storage plant.

Planters' Warehouse, Inc., Knoxville, Tenn., is planning to construct a tobacco storage plant on Jackson Avenue.

Harder's Fireproof Storage & Can Co., Chicago, has begun construction of a one-story plant at 3920 Calumet Avenue, the building to be 173 by 130 feet and leased to the Field Auto Body Co.

Allentown Warehouse Corp., Allentown, Pa., and the Lehigh Valley Railroad Co. have been granted a certificate of public convenience by the State Public Service Commission to construct, operate and maintain a crossing at grade from the railroad's right of way across North Sixteenth Street to the warehouse company's property.

Genesee Warehousing Co., New Hartford, N. Y., has reduced its capital from \$20,000 to \$2,000.

Geiger Transfer & Storage Co., Inc., Evansville, Ind., has increased its capital from \$30,000 to \$50,000.

Ohio District Warehousing Co., Ripley, Ohio, has increased its capital from \$202,500 to \$352,500.

Greensboro Warehouse & Storage Co., Greensboro, N. C., is planning to add units to its storage plant on Second Street.

White Transfer & Storage Co., Fort Dodge, Iowa, has increased its capitalization to \$25,000.

Eldredge Express & Storage Ware-

house Co., Atlantic City, N. J., has completed plans for construction of its \$400,000 plant in the fall.

Union Terminal Warehouse Co., Los Angeles, has completed a reinforced concrete and steel four-story and basement storage building at Seventh Street and Central Avenue.

Panama Warehouse, Los Angeles, has taken a ten-year lease on property at 2457-71 Hunter Street.

San Fernando Haulage Co., Los Angeles, has occupied a warehouse, 100 by 60 feet, at 1424 South Alameda Street.

Lumberman's Warehouse & Storage Co., Portland, Ore., has increased its stock from \$100,000 to \$250,000.

Cold Storage Chart

Milton W. Browne of Kansas City, consulting expert in cold storage and refrigeration, has perfected a cold storage temperature and humidity chart showing the cold storage temperatures of 247 commodities, also the critical or extreme low temperature under which these products can be safely carried. In addition, the chart shows the relative humidity, air circulation, freezing point of fruits and vegetables, composition, specific heat and the length of the storage period of each product in cold storage.

Among the commodities covered in the chart are apples, berries of all kinds, cherries, grapes, citrus fruits, peaches, pears, prunes, and in fact all kinds of fruits, eggs, all kinds of vegetables, butter, poultry, meats, candy, and in fact almost any kind of food that is carried in cold storage, in all 247 commodities as mentioned above. The chart has been copyrighted by Mr. Browne with all rights also reserved in Great Britain, Canada, Australia and France. He is selling the chart at \$10 a copy.

Mr. Browne for many years has been in the cold storage business in either the capacity as an operator or a consulting expert and his chart is the outcome of his study of the business.

Toledo Co. Has New Quarters

The Toledo Merchants Delivery Co., Toledo, Ohio, has removed from 215 South St. Clair Street to a new warehouse located on Tecumseh Street adjoining the Toledo, St. Louis & Western Railroad tracks, near the city's downtown section. The building is being used for storage of merchandise, household goods and pianos. A private siding with capacity for eight cars has been installed, and all loading and unloading is done under cover.

New Incorporations

Berkshire Trucking & Service Co., Chesterland, Ohio. Capital, \$10,000. Incorporators, H. J. Richmond, Annie J. Richmond, T. C. Richmond, D. J. Brophy and R. I. Richmond.

Price Motor Trucking Co., Cleveland. Capital, \$25,000. Incorporators, C. E. Price, Ralph W. Sanborn, James H. Nacey, A. B. Cook and H. M. Klima.

**NEW INCORPORATIONS
WITHIN THE INDUSTRY**

American Terminal Warehouse Corp., Buffalo. Capitalization, \$1,000,000. Incorporators, J. W. Van Allen, R. McConnell and G. B. Barrell.

George A. Bowker, Inc., Worcester, Mass. Capitalization, \$90,000. Incorporators, George A. Bowker, Salisbury, Mass., and J. Willard McGregor and Charles H. Sibley, Worcester.

De Soto Warehouse Corp., De Soto, Wis. Capitalization, \$15,000. Incorporators, O. G. Lewis and George Hammon, De Soto, and C. E. Seymour, Victory, Wis.

Chaseburg Farmers' Warehouse Corp., Chaseburg, Wis. Capitalization, \$12,000. Incorporators, O. O. Brudlos, O. M. Galstad and Martin Emilson.

Holstein Harvey Terminal, Inc., Wilmington, Del. Capitalization, \$2,000,000. Incorporators, P. C. Sixler and William Pollock, Wilmington, and Morton Harvey, Philadelphia, Pa.

Nickel Plate Storage Co., Cleveland. Capitalization, \$200,000. Jacon Reineck is president and general manager, Herbert E. Auer, secretary, and George E. Callaway is treasurer.

Farmers and Merchants' Warehouse Co., Bennettsville, S. C. Capitalization, \$20,000. A. P. Breeden is president and H. J. Riley is secretary and treasurer.

Coon Valley Warehouse Corp., Coon Valley, Wis. Capitalization, \$20,000. Incorporators, Lewis O. Brye, Colvert Dummon and Anton Varland.

Edgecombe Storage Warehouse Co., Tarboro, N. C. Authorized capital, \$100,000. Incorporators include A. B. Bass and Henry C. Bridgers.

City Warehouse Co., Huntington, W. Va. Five thousand shares without par value. Incorporators, G. D. Miller, Blair P. Wilson, C. T. Egri, T. S. Jones and Samuel Biern.

Franklin Warehouse Co., Beaumont, Tex. Capital stock, \$10,000. Incorporators, J. B. Peek, Anna L. Turner and H. G. Land.

Genoa Warehouse Corp., Genoa, Wis. Capitalization, \$15,000. Incorporators, George Flick, Joseph F. Malin and John McDonald.

Chesterland Trucking Co., Chester, Ohio. Authorized capital, \$15,000. Incorporators, C. C. Hazen, J. H. Vorel, C. H. Voracheck, B. F. Thomas and J. L. Woodward.

W. G. Motz Motor Freight Co., Akron, Ohio. Capital, \$10,000. Incorporators, W. G. Motz, Elizabeth Motz, A. A. Motz, Roy G. Motz and E. C. Myers.

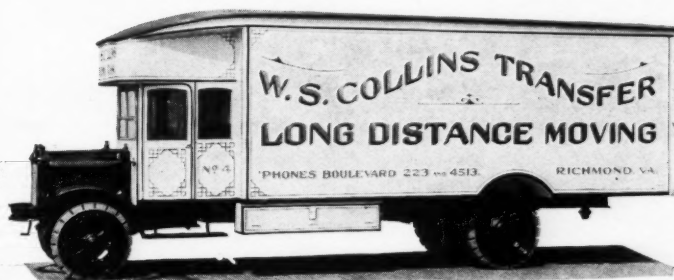
Cincinnati River-Rail Transfer Co., Cincinnati. Capital, \$150,000. Incorporators, Julian A. Pollak, E. F. Lunken, George D. Crabbs, George Puchta, W. C. Culkins and Oscar F. Barrett.

New Jersey Alcohol Warehouse Corp., Hoboken, N. J. Authorized capital, \$15,000.

Dodson Warehouse Co., Nampa, Idaho. Capitalization, \$24,000.

Central Furniture Packing Co., Chicago. Capital, \$34,000.

Schunk Transfer Co., Cincinnati. Capital, \$11,000.



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The ability of Kelly Kats to get traction saves time, gas and oil.

The resiliency of Kelly Kats saves repair bills and lengthens the life of the truck.

The sturdy construction of Kelly Kats enables them to deliver long, economical mileage in spite of severe punishment.

The combination of all these qualities makes Kelly Kats the most efficient and most economical tires for heavy and medium duty trucks.

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tires but Kelly Kats.

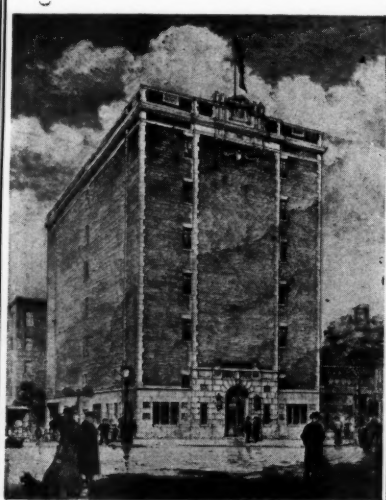
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The owner (name on request) was saved this money through our specialized methods of operation—our familiarity with trade conditions—and our buying ability.

By grouping and buying at one time, for a number of warehouses in process of construction, we are able to furnish the contractor with lower prices, on the needed materials, than he is able to obtain in the open market.

This condition allows the contractor to realize his legitimate profit which, under the usual hammering down method of lowering the bid, would be paid by the owner in the form of a building constructed of cheap materials coupled with loose supervision of the job.

Our service is of a very different type to that usually rendered. It not only embraces the designing of warehouses under engineering supervision embodying the utmost in economical space arrangement which provides the maximum amount of storage revenue income space for the owner, but—

We are able to *build* for less money and we are able to *assist you in the financing of your building*.

Our connections enable us to provide financial arrangements that ordinarily are difficult to complete. We are able to render our clients a specialized service *because of the unusual type of service we render*. A corps of licensed engineers—architects trained in scientific warehouse construction—and organization methods that provide for securing of rock bottom prices in the open market—make it possible for us to produce buildings that represent full value unincumbered by inflation in any form.

What do you contemplate building?

We are able to show you how you can go ahead with a small capital and realize handsome profits on your investment. Regardless of your present plans, write us. We have information you can ill afford to overlook. Build for less money—and make more on your invested capital.

A word from you—and we'll show you how. Write us today.

We charge no fee for consultation and advice

There is no job too large—we do not consider any too small. Our representatives are at your service. Write, wire, telephone, or call upon us. You are assured of maximum efficiency at minimum cost.



MOORES & DUNFORD, Inc.

MAIN OFFICE:

Suite 903-4

110 East 42nd Street

New York City



Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

A National Directory

NEARLY every community publishes a classified directory of its industries and on its pages are found the advertisements of the active, progressive and responsible firms of that locality.

The Shippers' Index, which comprises the following pages of DISTRIBUTION & WAREHOUSING, is a national directory of the warehouse industry and performs the same function for the entire country that the local classified directory does for its special city or town.

Both the forwarders of household goods and the shippers of merchandise will find monthly, on the pages of the Shippers' Index, the advertisements of the warehouses which will provide the sort of superior service that they want.

Consult the Shippers' Index—the Guide to Good Shipping.

*The Warehouseman who advertises
his ability to serve is deserving of
the Shipper's first consideration.*

CONVENTION CALENDAR

Sept. 22	Connecticut Warehousemen's Association	Hartford
October 19	Missouri Warehousemen's Association	Excelsior Springs
November 1, 2, 3	Canadian Storage & Transfermen's Association	Montreal
December	American Chain of Warehouses	(To be decided)
December	American Warehousemen's Association	(To be decided)
December	Central Warehousemen's Club	(To be decided)
December	Illinois Association of Warehousemen	Chicago
December	National Distributors' Association	(To be decided)
December	National Furniture Warehousemen's Association	(To be decided)
February	Pennsylvania Furniture Warehousemen's Association	Philadelphia
February	Maryland Furniture Warehousemen's Association	Baltimore
February	New Jersey Furniture Warehousemen's Association	Newark
February	Kansas City Warehousemen's Association	Kansas City
June	California Warehousemen's Association	Oakland

BIRMINGHAM, ALA.

"The World Moves—So Does
Goodman"

GOODMAN TRANSFER AND WAREHOUSE COMPANY

MODERN STORAGE WAREHOUSES
70,000 sq. ft. Floor Space

Distributors and Forwarders
Moving—Packing—Storage
Motor Equipment—Rigging

We Use King Steel Shipping Cases for Household Goods.

BIRMINGHAM, ALA.

MOBILE, ALA.

Acme Transfer and Storage Co.
209-211 N. Royal St.
Distribution

Transfer
Pool Cars

"Service"

Forwarding
Storage

Household Goods

Mobile, Ala.

BIRMINGHAM, ALA.

HARRIS TRANSFER AND WAREHOUSE COMPANY

(Equipped to Handle Anything)

MODERN FIREPROOF WAREHOUSE

Special Attention Given to Packing and Shipping

When shipping to Birmingham, consign goods to Harris
—he will look after your interests, also those
of your customer

Offices: CHAMBER OF COMMERCE BLDG.

MONTGOMERY, ALA.

"Service That Satisfies"

Moeller Transfer & Storage Company

105 WATER STREET, MONTGOMERY, ALA.

Storage, Forwarding and Distributing

MONTGOMERY, ALA.

STANFORD: Packers—Movers—Shippers

POOL CARS GIVEN SPECIAL ATTENTION

Convenient Warehouses—Motor Trucks

STANFORD TRANSFER & WAREHOUSE CO.
Montgomery, Alabama

BIRMINGHAM, ALA.

Hess-Strickland Transfer & Storage Co.

General Merchandise, Furniture
and Household Goods Storage

Distribution of Pool Cars Given Special Attention—Motor Trucks in Addition to Wagon Equipment—Track Connections with All Railroads.

NOGALES, ARIZONA

The West Coast Warehouse Co., Inc.

Nogales, Arizona

The Key to the West Coast of Mexico
For Manufacturers, Packers, &c.

Reference: First Nat'l Bank. Assets over \$50,000.00 Siding S. P.

TUCSON, ARIZONA

Tucson Warehouse & Transfer Co.

POOL CAR DISTRIBUTORS

FIREPROOF STORAGE

26 North Scott St.

Tucson, Arizona

BIRMINGHAM, ALA.



WARRANT WAREHOUSE COMPANY

Established 1905



BIRMINGHAM and MOBILE

Fireproof Sprinklered Warehouses

Sidetracks connecting with All Railroads

DISTRIBUTION — STORAGE LOANS

Operates Its Own Trucks and Teams

LOWEST INSURANCE RATES IN THE SOUTH

FORT SMITH, ARK.



O.K. TRANSFER & STORAGE CO.

FORT SMITH, ARK.

Storing—Shipping—Moving

Pool-Car Distributing a Specialty



The Men Who Distribute

Cudahy Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

TEXARKANA, ARK.

HUNTER TRANSFER CO.

TEXARKANA, ARK.
ESTABLISHED 1882

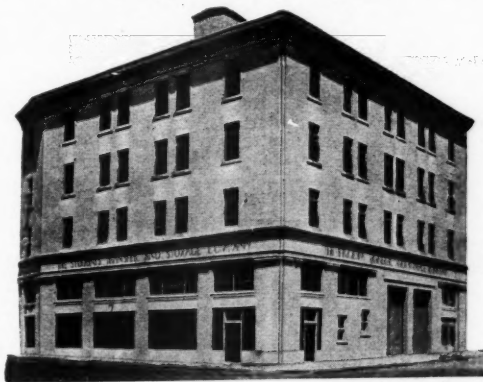
DISTRIBUTORS OF

POOL CARS
STORAGE
TRUCKING
MOVING

BERKELEY, CAL.

**STUDENTS
Transfer & Storage Co.**

"ALWAYS MOVING"



The Leading Fireproof storage place in
Berkeley

We give daily service to Oakland,
Alameda, Piedmont, Emeryville
and San Francisco

STUDENTS
TORAGE
SERVICE

FRESNO, CAL.

BEKINS

VAN AND STORAGE CO

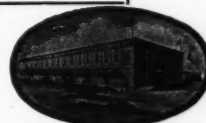
Distributors of Pool Car Shipments

PRIVATE SPUR

**California Shipments Promptly
Handled**

FRESNO SAN FRANCISCO OAKLAND
1248 Van Ness Ave. 13th and Mission 22nd and San Pablo
LOS ANGELES, 1335 South Figueroa St.

FRESNO, CAL.



FIRE-PROOF
LOW INSURANCE

STATE CENTER WARE-
HOUSE & COLD
STORAGE COMPANY

General Merchandise storing and
distributing.
Packing, Crating and Shipping of
Household Goods.

FRESNO, CAL.

Valley Van & Storage Co., Inc.

Private Spur

Distributors of Pool Cars of
Household Goods, Machinery and Merchandise
Office: 842 Broadway, Fresno, Calif.

HOLLYWOOD, CAL.

LOCATED IN THE CENTER OF
RESIDENTIAL LOS ANGELES

Hollywood Storage Company, Inc.

"FIREPROOF"

Car Distribution Private siding P. E. RR.
We have Los Angeles terminal rates
Consign to Hollywood via U. P. or S. P. RR.

1666 N. Highland Ave., Hollywood, Calif.

LONG BEACH, CAL.

LONG BEACH OFFICE:
144 Pacific Ave.

LOS ANGELES OFFICE:
426 Alameda St.



HOUSEHOLD GOODS
Removals, Storage, Packing, Forwarding

MERCHANDISE
Warehousing, Distributing

MEMBER { California Warehousemen's Association
Pacific Coast Furniture Warehousemen's Association
National Furniture Warehousemen's Association

We offer the very best of service in Local or Interurban trucking, and
we operate two warehouses for either Household Goods or Merchandise,
located on the Southern Pacific and Pacific Electric Railroads.

We solicit your valued shipments, which will receive our prompt and careful
attention, and we assure you of immediate returns on any collections you may have.
LOCAL AND INTERURBAN "MOTOR TRUCK SERVICE"

EL CENTRO, CAL.
IMPERIAL VALLEY

**PIONEER TRUCK and
TRANSFER CO.**

Warehouse:
S. E. Cor. 3rd & State Sts.
Office: 114 N. 5th St.

Only Reinforced
Concrete Warehouse
for Storage and
Carload Distributing
Throughout
the Whole Imperial
Valley.

Daily Truck Service
to All Valley Towns.
Our Stock in Trade,
SERVICE.



The Men Who Distribute
**Porter Door and Window
Screens**

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

LOS ANGELES, CAL.

BEKINS

Fire Proof Storage

Distributors of Pool Car Shipments

PRIVATE SPUR

**California Shipments Promptly
Handled**

FRESNO SAN FRANCISCO OAKLAND
1248 Van Ness Ave. 13th and Mission 22nd and San Pablo
LOS ANGELES, 1335 South Figueroa St.

LOS ANGELES, CAL.



**We'll Co-operate
With You**

Consign to us and you will be assured the utmost co-operation. The L. A. Warehouse is one of the largest and safest repositories of household goods on the Coast.

Los Angeles Warehouse Co.
316 Commercial St. Los Angeles

LOS ANGELES, CAL.



CALIFORNIA TRUCK CO.

INCORPORATED 1884

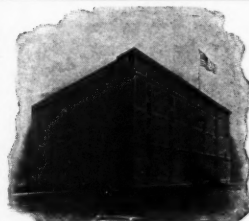
Pool Carload Distributors

Handling goods destined to points in
SOUTHERN CALIFORNIA and ARIZONA
and to
TRANS-PACIFIC PORTS
322-324 EAST THIRD STREET

LOS ANGELES, CAL.

**TWO BIG
REASONS
WHY**

—and there are hosts of
others equally convincing.
Investigate!



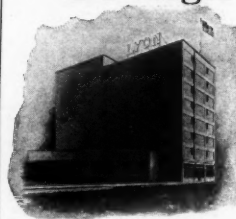
Lyon Fireproof Storage Co.
1950 SO. VERMONT AVE. LOS ANGELES



MEMBER

National Furniture Warehousemen's Association

Consign to LYON



Immediate service
when Bill of Lading
is received.

Collections handled
promptly.

Reasonable Rates.

Private Spur Track.

LOS ANGELES, CAL.

F I D E L I T Y
FIREPROOF STORAGE

Washington & Arapahoe Sts.
Los Angeles, Calif.

Prompt and Efficient Service
Pool Car Distribution Solicited

MEMBER

National Furn. Warehousemen's Assn.
Pac. Coast Furn. Warehousemen's Assn.

Frank Robert Palmateer, Prop.

LOS ANGELES, CAL.

LOCATED IN THE CENTER OF
RESIDENTIAL LOS ANGELES.

Hollywood Storage Company, Inc.
"FIREPROOF"

Car Distribution Private siding P. E. RR.
We have Los Angeles terminal rates
Consign to Hollywood via U. P. or S. P. RR.
1666 N. Highland Ave. Hollywood, Calif.

LOS ANGELES, CAL.

**WE SOLICIT YOUR
SHIPMENTS AND POOL CAR
DISTRIBUTION**

PRUDENTIAL
STORAGE AND MOVING CO.

LOS ANGELES

OFFICE

941 W. 16th ST.

SAN DIEGO

OFFICE

962 Second St.

THREE WAREHOUSES—PRIVATE R.R. SIDINGS
Members Pacific Coast Furniture Warehousemen's Ass'n.
National Furniture Warehousemen's Ass'n.

The Men Who Distribute

Pillsbury Flour

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

LOS ANGELES, CAL.



1,500,000 Square Feet of

Modern Fireproof Warehouse Space in Los Angeles and at the Port of Los Angeles
Free and U. S. Customs Bonded Storage
Insurance Rate 18 cents

Storage — Forwarding — Distribution — Cartage

Space Leased for Private Warehouse, Office and Display
Desk Space with Desk and Office Service Rented
Cotton Pressed to High Density
Special equipment for the proper handling of various commodities

Steamer Space booked when requested

We can serve you in some capacity and would suggest that you complete your file by requesting the rates for our specialized service.

Bonded for \$100,000.00

**UNION TERMINAL WAREHOUSE COMPANY
UNION TERMINAL WAREHOUSE CORPORATION
SHATTUCK & NIMMO WAREHOUSE COMPANY
LOS ANGELES, CALIFORNIA**

LOS ANGELES, CAL.

**WEST COAST
WAREHOUSE CO. OF LOS ANGELES
MERCHANDISE STORAGE
DISTRIBUTION**

Ample Trackage
Efficient Service
Central Location

Address—
Sixth and Utah Sts.
LOS ANGELES

E. Jordan Brookes, Owner and Manager.



OAKLAND, CAL.

BEKINS
Fire Proof Storage

Distributors of Pool Car Shipments

PRIVATE SPUR

**California Shipments Promptly
Handled**

FRESNO SAN FRANCISCO OAKLAND
1248 Van Ness Ave. 13th and Mission 22nd and San Pablo
LOS ANGELES, 1335 South Figueroa St.

OAKLAND, CAL.

NO TASK TOO GREAT
LAWRENCE
WAREHOUSE COMPANY
NO DETAIL TOO SMALL



AL. T. GIBSON, Pres.

SAN DIEGO, CAL.

**WE SOLICIT YOUR
SHIPMENTS AND POOL CAR
DISTRIBUTION**

PRUDENTIAL
STORAGE AND MOVING CO.

LOS ANGELES

OFFICE

941 W. 16th ST.

SAN DIEGO

OFFICE

992 Second St.

THREE WAREHOUSES—PRIVATE R.R. SIDINGS

Members Pacific Coast Furniture Warehousemen's Association
National Furniture Warehousemen's Association

SAN FRANCISCO, CAL.

BEKINS
Fire Proof Storage

Distributors of Pool Car Shipments

PRIVATE SPUR

**California Shipments Promptly
Handled**

FRESNO SAN FRANCISCO OAKLAND
1248 Van Ness Ave. 13th and Mission 22nd and San Pablo
LOS ANGELES, 1335 South Figueroa St.

SAN FRANCISCO, CAL.

Consign to

THE HASLETT WAREHOUSE CO.
60 California St., San Francisco

Pioneer in the Warehouse and Distribution
Business.

Operating in the Logical Distribution Center of
the Pacific Slope with

Complete Warehouse and Drayage Facilities.
Low Insurance Rates.

S. M. HASLETT
President

P. E. HASLETT
Secretary

SAN FRANCISCO, CAL.

NO TASK TOO GREAT
LAWRENCE
WAREHOUSE COMPANY
NO DETAIL TOO SMALL



AL. T. GIBSON, Pres.

SAN FRANCISCO, CAL.



Distribute Thru San Francisco

Giving your customers the advantage of prompt delivery from local stock.

Our modern fireproof storage warehouses having spur track connections to all railroads are located in the wholesale district, convenient to docks and railroads for reshipping. Our automobile truck delivery service insures prompt and efficient delivery of your merchandise.

We furnish whatever clerical service you desire.

Let us handle your San Francisco shipments.

SAN FRANCISCO WAREHOUSE CO.

625 Third Street, San Francisco, California

CHICAGO:
123 W. Madison Street

NEW YORK CITY:
100 Broad Street

DENVER, COL.



WAREHOUSE

Your Stocks With Us

150,000 Sq. Ft. Space

DENVER

Serves Two Million Population

Send Pool Cars in our care for distribution. 42 teams and trucks insure prompt service to customers and satisfaction to you.

The Kennicott-Patterson Transfer Co.
1700 Sixteenth St. DENVER, COLORADO

TRINIDAD, COL.

Pople Transfer & Storage Co.

General Hauling
Moving, Packing and Storing of
Furniture and Pianos

748 West Main Street

BRIDGEPORT, CONN.

THE BRIDGEPORT STORAGE WAREHOUSE CO.

No. 10 Whiting Street

Merchandise and Household Goods
Warehousing and Distribution
Private siding—Free switching
Low Insurance—Prompt Service

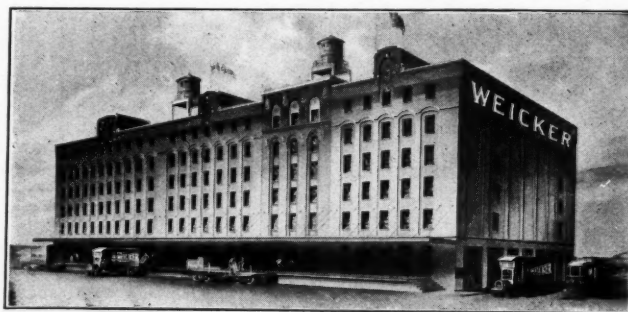
DENVER, COL.

When You Need SERVICE in Denver and vicinity

we are the distribution and warehousing specialists who can serve you best

Our vast experience as receivers, forwarders and distributors has fitted us to handle your every requirement in the most satisfactory way.

Our spacious warehouses located within a short haul of all local freight depots, the wholesale and retail district, and connected by track with every railroad entering Denver, is at your disposal—comprehensive service and full protection at extremely low rates.



We are thoroughly equipped to distribute General Merchandise, Heavy Machinery, Household Goods.



Write our traffic expert for full information on all your shipping problems in this territory. He will be glad to help you—we will be glad to serve you.

THE WEICKER TRANSFER & STORAGE COMPANY

1700 Fifteenth Street

Denver

Colorado

HARTFORD, CONN.

Established 1850

Incorporated 1908

Ship Freight in Care of The Bill Brothers Company

**GENERAL TRANSFER AND
FORWARDING AGENTS**

46 Ann Street, Hartford, Conn.

Superior Facilities for the Moving of Machinery, Safes, Furniture, Pianos, Etc. Household Effects of Every Description Properly Packed for Storage or Shipment

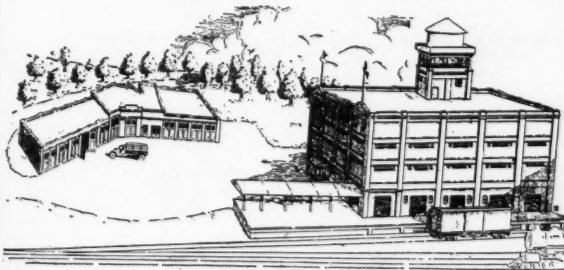
STORAGE WAREHOUSES

With Separate Apartments for Household Goods and Private Railroad Siding for Carload Shipments

HARTFORD, CONN.

Hartford Despatch and Trucking Company

Movers - Forwarders - Warehousemen



Hartford's New Fireproof Warehouse

Here is offered the last word in a fireproof building especially designed for Warehouse purposes.

Members of
AMERICAN WAREHOUSEMEN'S ASSOCIATION
NATIONAL FURNITURE WAREHOUSEMEN'S ASSOC.
CONNECTICUT WAREHOUSEMEN'S ASSOCIATION

HARTFORD, CONN.

FURNITURE STORAGE

SEND US YOUR SHIPMENTS

Crating, Packing Pianos, Furniture and China
Our Specialty

BARTLETT BROS.

212 Asylum St., Hartford, Conn.

HARTFORD, CONN.

Tel. Connection Office: 335 Trumbull St.

Safety Vaults for Silverware

GEORGE E. DEWEY & CO.

JOSEPH M. PELCHAT Proprietor

Local and Long Distance

FURNITURE AND PIANO MOVING

Packing, Crating and Shipping of
PIANOS, FURNITURES, CHINA

Only Fireproof Storage Warehouse in Hartford

NEW LONDON, CONN.

B. B. Gardner Storage Co., Inc.

18 BLACKHALL STREET

PIANO AND FURNITURE PACKER, MOVER
AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE

WATERBURY, CONN.

The Ralph N. Blakeslee Company

Est. 1859

Storage { Furniture Trucking { Local and
 { Merchandise { Long Distance

Large Padded VANS for Furniture Moving

Members N. F. W. A.

WATERBURY, CONN.

Waterbury Storage Company

John Moriarty, Inc., Prop.

Est. 1877

127 East Main St.

Elevators Fireproof Buildings Cap. 562 Rooms

Members N. F. W. A.

WASHINGTON, D. C.

Metropolitan Warehouse Company 50 Florida Ave., N. E.

Designed, constructed and operated for the economical handling of high grade merchandise and household effects. Storage and distribution. One block from B & O RR yards. Centrally located. Motor Truck Service.

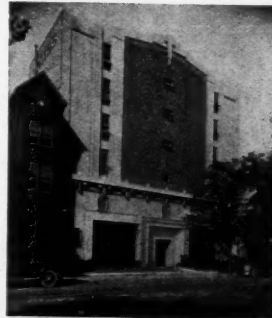
WASHINGTON, D. C.

Fireproof Construction Service- Promotion

Regular Long Distance
Hauling
Baltimore to New York
and
Way Points-Services

Smith Transfer & Storage Co.

1313 You Street, Washington, D. C.
MEMBERS N. F. W. A.



WASHINGTON, D. C.



When in need of Merchandise Warehouse Service of any kind in

WASHINGTON, D. C.

Call on Us

The Terminal Storage Co.
of District of Columbia

First and L Streets, N. E.
B & O Sidings to Warehouses

JACKSONVILLE, FLA.

**UNION TERMINAL
WAREHOUSE COMPANY**

EAST UNION and IONIA STREETS

55 Rental Compartments Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system.
Low Insurance Rate. Sub-Post Office and branch
Western Union Telegraph. Joint Railroad Agent.
L.C.L. freight loaded direct for line of road.

**GENERAL MERCHANDISE STORAGE
AND FORWARDING**

Special attention to handling of pool cars.

LAKELAND, FLA.

YARNALL TRANSFER & STORAGE COMPANY

Located in the center of the railroad and hard road district of South Florida.

If you are interested in making a 24 hour quicker delivery to your customers than you are now doing, write us.

Moving Packing Storing Distributing

MIAMI, FLA.

**The John E. Withers Transfer &
Storage Co., Inc.**

will give your shipments careful attention. Fireproof Warehouse. Facilities for distribution of pool cars. Moving, packing, shipping and storing Household Goods and merchandise.

Private Trackage Motor Equipment

1000-12 N. E. First Ave., Miami, Fla.

WASHINGTON, D. C.

UNITED STATES STORAGE CO.

418-420 TENTH STREET, N. W.



Distributors of Pool Cars

MEMBERS:

National Furniture
Warehousemen's Association

Efficient and Courteous
Service

Modern Fireproof Warehouse

We send our check immediately upon receipt of bill of lading, for your charges.

Member:
American Warehousemen's Assn.

PENSACOLA, FLA.

Ferriss Warehouse & Storage Co.

HARRY P. FERRISS, PRES.

Receiving and Warehousing of General Merchandise in carloads or less than carloads.
Merchandise stocks carried and records kept for out-of-town concerns.

Cor. Chase & Alcine Streets

PENSACOLA, FLA.

PENSACOLA, FLA.

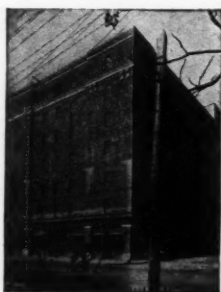
Storage—Distribution—Forwarding

Merchandise Only

Prompt Service—Accurate Accounting

THE M. F. GONZALEZ COMPANY

JACKSONVILLE, FLA.



Member National Furniture
Warehousemen's Association

Delcher Bros. Storage Co.

450-61-63-65 Riverside Avenue

FIREPROOF WAREHOUSE

Low Insurance Rate.

We Move, Pack, Store and Ship
Household Goods

Distributing Pool-Car a
Specialty

FLORIDA'S LARGEST

Shippers of Automobiles
for Tourists

**Pick Your
Consignee**

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

ATLANTA, GA.



HOUSEHOLD GOODS EXCLUSIVELY
THE MOST **MODERN WAREHOUSE** IN THE SOUTH

ATLANTA, GA.

MORROW

Transfer & Storage Company
HOUSEHOLD GOODS and COMMERCIAL
STORAGE

Distributors—R.R. Trackage—Carloads a Specialty
Main Office: 177-79 Marietta St. Warehouses: 68-80 Means St.

AUGUSTA, GA.

JAS. H. HOLLINGSWORTH *Established 1900*
THE HOLLINGSWORTH WAREHOUSES
STORAGE, DISTRIBUTION AND FORWARDING
MERCHANDISE ONLY

We are in a position to render quick and efficient service. Located in the heart of the wholesale district and most convenient to all freight depots.

Private siding connecting with all railroads.

556 & 558 Walker Street

602 to 616 Sixth Street

SAVANNAH, GA.

Savannah Distributing Company

MERCHANDISE STORAGE
TRUCKAGE FACILITIES TO PLATFORMS
FIRE-PROOF STORAGE

Insurance Rate 60c per Hundred

Special Attention To Pool Cars

Low Storage and Handling Rates

ADJACENT TO WHOLESALE DISTRICT.

CONVENIENT TO ALL S. S. TERMINALS.

ATLANTA, GA.

SECURITY WAREHOUSE COMPANY

ATLANTA, GEORGIA

STORAGE



DISTRIBUTION

MERCHANDISE ONLY

SAVANNAH, GA.

Savannah Bonded Warehouse and Transfer Co.

General Storage—Re-Consigning
Distributing—Forwarding
Prompt and Efficient Service
Exceptional Facilities
Custom House Brokers

Track Connections with all Railroads and
Steamship Docks

Members American Chain of Warehouses
Members American Warehousemen's Association

R. B. YOUNG, President

302-316 Williamson Street Savannah, Ga.
P. O. Box 985

BLOOMINGTON, ILL.



BOISE, IDAHO

PEASLEY TRANSFER & STORAGE COMPANY

STORAGE, TRANSFER AND FORWARDING
NINTH AND GROVE STREETS

The Men Who Distribute

Excelsior Stoves

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

The Meeting Place of Shippers and Warehousemen

ONE of the largest national distributors, manufacturing a product known the world over, has announced that hereafter it will distribute exclusively through warehouses. In the selection of the warehouses to be used, *DISTRIBUTION & WAREHOUSING* has had an important part. This distributor, like hundreds of others of similar calibre, is a regular reader of *DISTRIBUTION & WAREHOUSING* and uses the Shippers' Index as a guide and source of information in the selection of the warehousemen with which to do business.

The Shippers' Index of DISTRIBUTION & WAREHOUSING is the meeting place of the man who needs warehouse facilities and the man who has them to offer.

What Is Your Unit Cost of Distribution in

ILLINOIS ?
I O W A ?
INDIANA ?
KENTUCKY ?
MISSOURI ?

Up-to-date traffic managers are answering that question with precise figures. They have to, because presidents and boards of directors are doing the asking.

The heads of the firm can tell to a fraction of a cent what they spend to make a cake of soap, a ball bearing, a stove-leg or a baseball.

Now they are asking what they spend to deliver it to the customer. They come to the traffic manager for the answer. When he is distributing through such warehouses as ours he can name the cost offhand for any territory.

When reached through our service, the cost in the states named above drops to a pleasingly low figure. It is such low figures that will increase the profits of your concern, and incidentally your salary, Mr. T. M.

Ask for quotations. Just dictate a short letter, naming your commodity and the amounts absorbed by different points in the above territory.

JOHNSON TRANSFER CO.

BLOOMINGTON, ILLINOIS

CAIRO, ILL.

**Cairo Storage
and Forwarding Company**
CAIRO, ILLINOIS & MOUNDS, ILLINOIS
Incorporated—Bonded—Licensed
COAST TO COAST SERVICE BY WATER OR RAIL
SHIP US YOUR POOL CARS FOR DISTRIBUTION
ALL RATES BREAK ON CAIRO

CAIRO, ILL.

**Glynn's
TRANSFER and FIREPROOF STORAGE**
MOVING—PACKING—SHIPPING—STORING
DISTRIBUTING POOL CARS
Private Siding—Trucking Service—Member N.F.W.A.
**The Only Storage Firm in the City Who Own Their
Fireproof Building**

CHAMPAIGN, ILL.
URBANA, ILL.

WAGNER & SON
TRANSFER—PACKING—STORAGE
Packers and Shippers for the TWIN CITIES
Logan & Water Sts. Champaign, Ill.

CHICAGO, ILL.

BEKINS
HOUSEHOLD SHIPPING COMPANY
Reduced Rates on Household Goods, Automobiles
and Machinery
General Offices, 805 BEDFORD BLDG., Chicago
NEW YORK, BOSTON, BUFFALO, CINCINNATI

CHICAGO, ILL.

**CENTRAL
STORAGE & FORWARDING CO.**
2001 West Pershing Road

Operating
CHICAGO'S FINEST MERCHANDISE WAREHOUSES
On the great Chicago Junction Railway—In the world-
famous Central Manufacturing District—The geographical
center of Chicago.

No Switching Charges—No Cartage—No Delays.
650,000 square feet of fireproof space. Insurance rate $7\frac{1}{2}\%$.

No Trap-Cars Here
L. C. L. Freight Loaded Direct to Destination
WHY NOT USE THE BEST FACILITIES?

CHICAGO, ILL.

**Before you decide on your
Chicago Warehousing connections,
investigate the facilities and service
of the—**

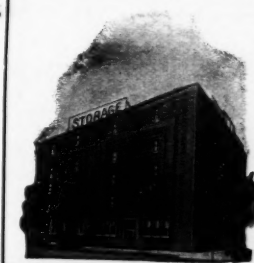
Continental Warehouse Co.
416-434 West 12th Place — Chicago

*Sprinkled warehouses in the heart
of the freight terminal district*

CHICAGO, ILL.

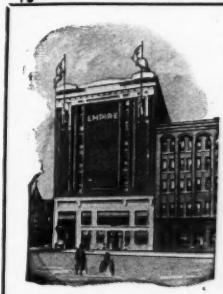
**EMPIRE
STORAGE
COMPANY**

**Fireproof
Warehouses**
For Household Goods
(Established 1891)



Carloads billed to our house track on
Illinois Central Railroad at Fifty-first
Street can be unloaded direct to our
warehouse floor.

Low distribution rate on pool cars.



**"Ship the
Empire Way"**

**EMPIRE STORAGE
COMPANY**
52ND ST. AND COTTAGE
GROVE AVE.

MEMBER
National Furniture Warehouseman's Assn.
Illinois

CHICAGO, ILL.



**This New Unit in
G & W Storage Facilities
is Now in Service**

Direct connection with five trunk lines and
a belt line insures adequate switching serv-
ice.

G & W Insures Warehouse Service

GRISWOLD & WALKER, Inc.
1525 Newberry Avenue
CHICAGO

CHICAGO, ILL.

Currier-Lee Warehouse Co.

427 West Erie St., Chicago, Ill.

**MERCHANDISE
STORAGE EXCLUSIVELY**

MODERN BUILDINGS
CONVENIENT LOCATION
UP-TO-DATE METHODS
ADEQUATE FACILITIES
LOW INSURANCE RATES
EXPERIENCED EMPLOYEES

CHICAGO, ILL.

HARDER'S**Fireproof Storage & Van Co.***Largest System of Fireproof Storage Warehouses in the United States***HOUSEHOLD GOODS**

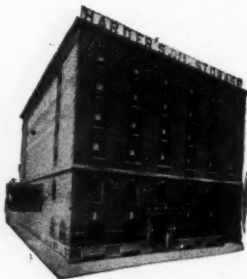
This large group of modern storage plants, each located with a view to rapid and efficient handling of household goods and merchandise, should be on your list if you insist upon service.

We are expert handlers of household goods. In every branch of packing, moving, storage and shipping we excel. Safety deposit and silver vaults. Pool car distribution and city delivery service.

We remit promptly upon receipt of B/L

MERCHANDISE

Our merchandise storage and distribution facilities include private switches and sidings. Free switching. No haulage charges. Our shippers are always satisfied in their transactions with us.

**Pool Car Distributors**

Members N. F. W. A., A. W. A.,
Ill. W. A.

OAKLAND
Fortieth Street and Calumet Ave.
KENWOOD
4714-15 Cottage Grove Ave.
WOODLAWN
1117-19 East 63rd St.
ENGLEWOOD
8151-55 Wentworth Ave.
STONY ISLAND
6824-26 Stony Island Ave.
BROADWAY
4015-17 Broadway

**Harder's Fireproof
Storage & Van Co.**

General Offices
40th St. and Calumet Ave.
Chicago

CHICAGO, ILL.

MAHIN**SHIPPING AND STORAGE
WAREHOUSE**

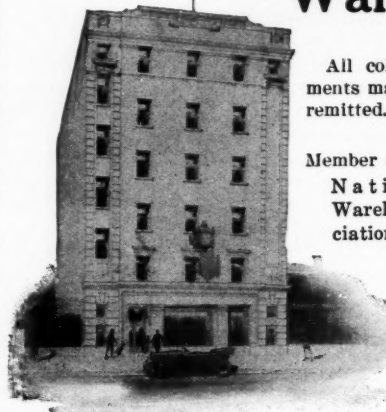
Merchandise and Automobile storage. Ideal location for south side distribution. Direct connection with all railroads. Prompt and efficient service. Truck Fleet. Consign to us and let us assist you in reducing distribution costs on the south side of Chicago. Fifteen years in the business.

**WE KNOW HOW
MAHIN**

SHIPPING AND STORAGE WAREHOUSE
1629-35 South Wabash Ave. Chicago, Ill.
Phone: Calumet 2769

CHICAGO, ILL.

ESTABLISHED 1874

HEBARD**Storage
Warehouses**

All collections on shipments made to us promptly remitted.

Member of

National Furniture
Warehousemen's Association,
Illinois, New York and
Southern Warehousemen's
Association.

Our Seventh Warehouse

on 6331-33 Broadway, near Devon Avenue, which will handle all Rogers Park or North Shore shipments.

Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.
Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.
Warehouse G, North Side, Broadway near Devon Ave.

CHICAGO, ILL.

"NO DELAYS"**Edward Lasham Co.**

Merchandise Storage

Pool Car Distributors

Teaming and City Delivery

Seventy-Five Motor Trucks and Wagons

Downtown Modern Warehouse

Switch Track Connections with All Roads

Served directly by Illinois Central, Michigan Central,
Chicago & Northwestern and Chicago, Burlington &
Quincy.

EDWARD LASHAM CO.

1559 S. State St.
Chicago
Illinois



CHICAGO, ILL.



MIDLAND WAREHOUSE & TRANSFER CO.
MERCHANDISE STORAGE and DISTRIBUTING
 15th St. and Western Ave.
 Chicago, Ill.

WAREHOUSES
 NO. 1 417 AND ROBEY STS.
 NO. 2 157 PL. AND WESTERN AVE.
 NO. 3 157 ST. AND WESTERN AVE.

No Cartage
 or Trap Car
 Delays
 in Making
 L. C. L.
 Shipments

CHICAGO, ILL.

Railway Terminal & Warehouse Company
 444 W. Grand Ave.

Merchandise Storage

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers.

Side track facilities with free switching from all railroads entering Chicago.

Modern Building—Low Insurance Rates
Use Our Service

CHICAGO, ILL.

Very Low
 Insurance Rates

CM&STP Ry. Track
 Inside Buildings

The Ontario Warehouse Co.

Ontario & Kingsbury Streets
 Chicago, Ill.

THE 3 ESSENTIALS

The ABILITY, the CAPACITY, the WILL-
 INGNESS, to serve. Those are the three
 essentials of satisfactory warehouse service.

CHICAGO, ILL.

Soo Terminal Warehouse

Chicago, Illinois

Storage and Distribution of Merchandise Centrally
 Located

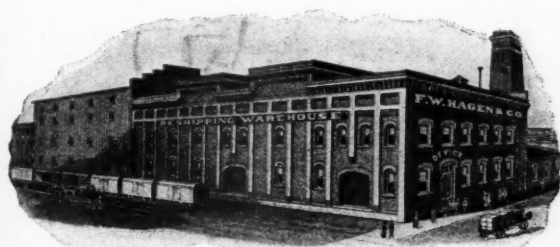
Make Your Out-of-Town Shipments Without Cartage
 Via Chicago Tunnel. Absolutely Fireproof

"The Economical Way"

W. G. Morgan, Manager

519 W. Roosevelt Road

CHICAGO, ILL.



RESHIPPING WAREHOUSES

Branch	Grand Crossing	Branch
Harvey, Ill.	L. C. L. without cartage	So. Chicago, Ill.
Phone 46	Daily Trap Cars	Phone 367
	H. P. 3109—Midway 4940	

LUMBER AND YARD STORAGE OFFICES
 DERRICKS, SPACE, TRUCKAGE
 AUTOMOBILES, TRUCKS, TRACTORS
 STEEL AND HEAVY PRODUCTS

Merchandise of All Kinds

No congestion. Modern facilities. All within the Chicago
 Switching District. Milling in Transit Privileges. Write or
 wire—F. W. Hagen & Co., 1131 East 77th St., Chicago, Ill.

P. A. HALLBERG, Manager

CHICAGO, ILL.

Have Your Own Transfer Representative In Chicago

IF you desire to make store door delivery in
 Chicago, you should use our facilities. If
 you will load your shipments for Chicago and
 points beyond so as to make a carload, we will
 distribute and re-ship the consignment. Send
 us parcels and packages in any quantity for
 delivery and re-shipment by freight, express
 or parcel post for Chicago and beyond.

We team freight to connecting lines for loading
 in through cars the same day unloaded.

Our representatives are at depots and docks.

Your agents and your customers save time and
 annoyance, if shipments are sent in our care.

Ask any railroad freight man about us.

Members of the Credit Men's Association.

Authorized Railroad Freight Transfer Agents.

**Jos. Stockton
 Transfer Co.**
 1020 So. Canal St.
 Chicago, Ill.

CHICAGO, ILL.



When you
want a
AREHOUSE

AT

CHICAGO

Write or
ire
ESTERN

**SAVE TIME, MONEY and WORRY**

in reaching your Western customers by using the up-to-date storage and traffic facilities of the *Largest Public Warehousing Unit West of the Atlantic Seaboard.*

HALF A MILLION square feet of the best floor space in Downtown Chicago devoted exclusively to the "open" storage of Quality merchandise. Insurance, 18.9c per \$100 per annum.

"At the Edge of the Loop," close to Chicago trade.

Write us now; we know how.

STOCKS CARRIED for local and out-of-town concerns. Storage-in-transit. Prompt rail reshipments anywhere, without cartage. Pool cars broken. Automobile storage and reshipment a specialty. Negotiable Receipts issued.

WESTERN WAREHOUSING COMPANY

MERCHANDISE WAREHOUSES
POLK STREET TERMINAL, PENNSYLVANIA SYSTEM

Telephone Harrison 6350

CHICAGO

WILSON V. LITTLE, Superintendent



CHICAGO, ILL.

**TOOKER STORAGE &
FORWARDING CO.**
MERCHANDISE WAREHOUSEMEN

Pool Cars Distributed
Minimum Handling Expense
Building Equipped
With Sprinkling System
Motor Truck Service

New York Office
and
Warehouse:
28th St. & 11th Ave.
Erie R. R. Tracks
Tel. Chelsea 7845-7846

Chicago Office
and
Warehouse:
Clark & 14th Sts.
Erie R. R. Tracks
Tel. Victory 2360-2429

DECATUR, ILL.

Decatur's Pool Car Distributors
Private Switch for Merchandise Consignments

HAMMAN BROS.
TRANSFER—STORAGE—PACKING—SHIPPING

Members N. F. W. A., I. F. W. A., C. W. A. of Ill.

William & Broadway St.

Decatur, Ill.

DECATUR, ILL.

MERIDITH STORAGE CO.
320-350 E. Cerro Gordo

STORAGE AND DISTRIBUTION

Railroad frontage. Three blocks to all freight depots.

VANS—TRUCKS—DRAYS

Member I.F.W.A.—N.F.W.A.—C.W.A.—I.A.W.

DANVILLE, ILL.

Danville Transfer & Storage Co.

C. B. Hall, Pres.

G. W. Orr, Secy. & Treas.

The only fireproof warehouse in Danville. Storage for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

Low Insurance Rate

Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads.

Members American Chain of Warehouses.
Members National Furniture Warehousemen's Assn.
Members Illinois Furniture Warehousemen's Assn.

ELGIN, ILL.

CONSIGN TO US

TO REACH THE FOX RIVER VALLEY

We are located at the entrance to one of the most prosperous agricultural and dairy sections in the country—convenient to nearly a hundred good sized towns.

By interurban and rail connections we handle promptly cars of merchandise and household goods consigned to us. Several modern plants for storage are available.

Consign to us. We know how.

Elgin Storage & Transfer Co.

60-62 RIVER STREET

ELGIN, ILL.

MATTOON, ILL.

FORTY YEARS of efficiently and economically distributing merchandise. Forty years of storing, packing, shipping and receiving household goods. When dealing with a firm of our age, you are assured of service that cannot be bettered. Our thirteen motor trucks reach every part of Coles, Shelby, Moultrie and Cumberland counties over new hard roads at extremely reasonable rates.

HAYES

112-14-16 North Sixteenth Street
Private Siding. Pool Car Distribution.

MOLINE, ILL.

Fireproof Warehouse

Freight Distributors for Moline, Rock Island, East Moline and Silvis, Ill., Davenport, Iowa and Upper Mississippi Valley

Send your freight to us at Moline for distribution as we are in the center of the group of cities here and the haul will be shorter. We have our own private track at the warehouse and our own team track. Forwarding and reconsigning.

Crandall Transfer & Warehouse Company
1205-1209 Fourth Ave. Moline, Illinois

ROCK ISLAND, ILL.

A Safe Depository for Merchandise and Household Goods



Private Switch for 4 Cars
C. B. & Q., C. R. I. & P. & C. M. & St. P. Ry.

DISTRIBUTORS and FORWARDERS
FOR

ROCK ISLAND and MOLINE, ILL.
DAVENPORT, IA. and the MIDDLE WEST

**ROCK ISLAND
TRANSFER & STORAGE CO.**

101-5 Seventeenth Street Rock Island, Illinois

ROCKFORD, ILL.

"The Choice of the Greatest Industries"

Pick Your Consignee

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

It is also worth your while to earn their reciprocity.

FORT WAYNE, IND.

WALTER A. BORGMANN, Pres. CHRISTIAN F. BORGMANN, Sec'y-Treas.

BROWN TRUCKING COMPANY

MOVING, DISTRIBUTING, STORAGE
AND GENERAL TRANSFER

Pool Cars

Office 125 W. Columbia Street

FORT WAYNE, IND.

Located in Center of Business District

PETTIT'S STORAGE WAREHOUSE CO.

"FIREPROOF"

STORAGE, TRANSFER, DISTRIBUTION

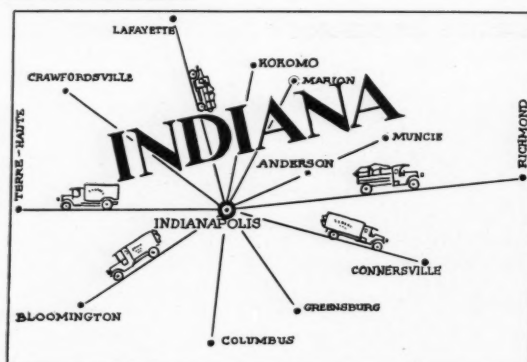
Merchandise Warehousing and Forwarding and Sample Space
SERVICE COUNTS

We have our own truck line and are equipped to make prompt deliveries.
EXPERIENCED MEN IN CHARGE
Special attention to Pool Car Distribution.
Consign your merchandise to us for efficient service.



PRIVATE SIDING

INDIANAPOLIS, IND.



Prompt and Perfect Distribution in Indianapolis

Carload lots are received at our Indianapolis warehouses, and from there distributed in any way you wish throughout the state. Our facilities and methods insure reliable, prompt, courteous and efficient service.

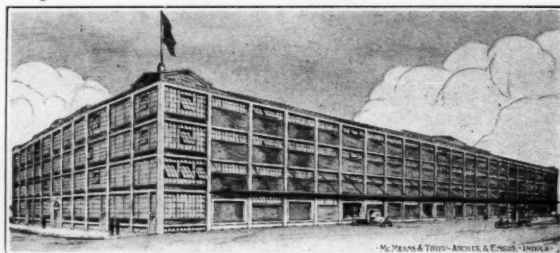
50 Motor Trucks Operating on Schedule Time

We now have 50, and very soon expect to have 200 motor trucks operating on schedule time between Indianapolis and various points in Indiana—distributing L. C. L. shipments from our warehouses—a quicker and more efficient method of distribution than any used heretofore.

New Fireproof Warehouses

A new system for checking pool cars—direct trackage with free switching—splendid new fireproof warehouses—are among the attributes that attract and hold the best storage accounts in the United States.

The Central Public Warehouse INDIANAPOLIS



FORT WAYNE, IND.

Fort Wayne Storage Company FORT WAYNE, INDIANA

General Merchandise
Storage and Forwarding

INDIANAPOLIS, IND.

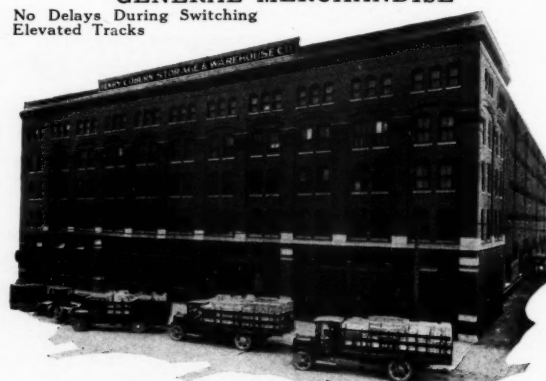
INDIANA'S LEADING WAREHOUSE SERVICE FIRST

INSIDE TRackage
FOR 10 CARS
SIX ELEVATORS

HENRY COBURN STORAGE & WAREHOUSE CO. INDIANAPOLIS, IND.

STORAGE AND DISTRIBUTION
OF
GENERAL MERCHANDISE

No Delays During Switching
Elevated Tracks



Pool Cars and Prompt Delivery Service a Specialty
MOST CENTRALLY LOCATED

INDIANAPOLIS, IND.

INDIANAPOLIS WAREHOUSE CO.

Our Service consists of—Warehouse for Manufactured Articles, Trucks for Drayage Equipment. Prompt shipment, and reports as you want them.

We are, in fact, ready to be **your** Shipping Department. Located in the heart of the U. S. A., within 12 to 24 hours of your customers in Indiana, Ohio, Illinois, Kentucky and Michigan. Insurance rate, 30¢—extra hazardous goods not taken. Six-story and basement, heavy mill construction, sprinkler equipped, A. D. T. Watchman Service. 150,000 square feet heated to 50°.

We solicit your business and refer you to any of our customers as to our ability to do it right.

Railroads:
Penna. Ry.; C. C. C. & St. L. Ry.; C. I. & W. Ry.; L. E. & W. Ry.; Ills. Central Ry.; C. I. & L. Ry.
18 Traction Freight Lines.

The Indianapolis Warehouse Co., Inc.

FRANK A. TODD, V. P. and Gen'l Mgr.
West New York and Canal

INDIANAPOLIS

INDIANA

The Men Who Distribute

Jersey Cereals

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

INDIANAPOLIS, IND.



Indianapolis' Most Convenient Warehouse

Has facilities for handling merchandise unexcelled in this city. Located as we are, in the very heart of the jobbers and freight terminal area, our advantages for storage and prompt distribution are obvious.

FIREPROOF
AND MODERN
THROUGHOUT

TRIPP

Warehouse Company

SATISFACTORY
SERVICE
GUARANTEED

620 SOUTH CAPITOL AVENUE

INDIANAPOLIS, INDIANA

SOUTH BEND, IND.

WARNER WAREHOUSE CO.

Merchandise Storage and Distribution

New York Central Siding—Free Switching—Pool Car Distribution—Negotiable Warehouse Receipts Issued.

American Warehousemen's Assn.
Members: Central Warehousemen's Club
American Chain of Warehouses

SOUTH BEND, IND.

Phone Main 774

Woodworth's Storage and Transfer Line

FREIGHT TRANSFER AND HEAVY MACHINERY

Furniture Moved in Vans and Stored in Fireproof or Mill Constructed Buildings

OFFICE: REAR ROBERTSON HOTEL, EAST WAYNE STREET
J. P. WOODWORTH, Manager

MEMBERS { National Furniture Warehousemen's Assn. SOUTH BEND, IND.
Indiana Transfer Men's Assn.

Pick Your Consignee

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

BURLINGTON, IOWA

MERCER

ON THE MISSISSIPPI

Solicits Your Shipping on This Basis

One day delivery to Omaha, Twin Cities, Chicago, and St. Louis. Clean storage and efficient handling. On main line C. B. & Q. Free switching on all roads. Low insurance. Pool cars handled promptly. On shipment originating east of Chicago, we can distribute to entire State of Iowa cheaper than if handled through Des Moines. Let our traffic department show you. Rates quoted promptly.

Mercer Transfer & Storage Co.
Burlington, Iowa

CEDAR RAPIDS, IOWA

Cedar Rapids Transfer Co.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of Merchandise, Household Goods and Automobiles

290,000 Square Feet Storage Space

The Men Who Distribute

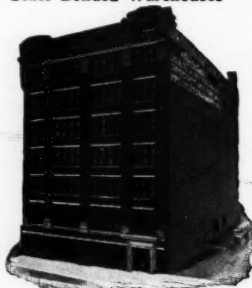
Durkee's Salad Dressing

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

COUNCIL BLUFFS, IOWA

Complete equipment, manned by capable, experienced crews, captained by seasoned warehousemen, are at your service here. Whatever you expect of a warehouse you may expect of Ford, and find it done in the best manner possible.

State Bonded Warehouses



813 Douglas St.

FORD

"Gets There Regardless"

Transfer & Storage Co.

Local Shipments Efficiently Handled by 17 Trucks
Private Sidings
Pool Car Distribution and Reforwarding
Fireproof Storage
Moving Packing Shipping



Omaha

813 Douglas Street

Council Bluffs

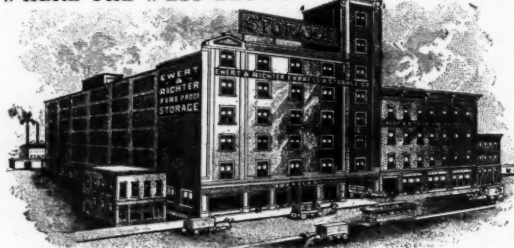
700 S. Main Street

700 So. Main St.

DAVENPORT, IOWA

WHERE THE WEST BEGINS

Reliable for 20 Years



Fireproof Warehouse, on Trackage—In the Business and Shipping District of Davenport

Reference 93—Nationally Known Firms Using Our Distributing and Warehouse Service

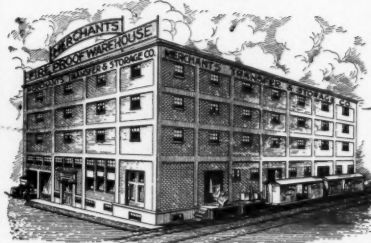
WHY—THIS PREFERENCE?

- | | |
|--------------------------|---|
| 1st Reason | { Reliability
Promptness
Courtesy |
| 2nd Service | { Branch facilities
Modern Equipment
Own line of trucks |
| 3rd Opportunities | { Davenport, West Bank Miss. River breaking point of freight rates
Freight saving on C. L. more than covers L. C. L. to ultimate destination; 24 hr. delivery radius 200 miles. 48 hr. delivery radius Mo. River points. |
| 4th Location | { Central—1 to 5 blocks to Jobbers and Depots on trackage—no switching charge Rock Island & Moline, Ill. adjoining with regular delivery service. |
| 5th Advantages | { Traffic Dept. to assist the Mfr. on rates, cost and saving.
Reshipments to your trade, invoicing and proportioning freight charges.
Clerical work, accurate, dependable. |
| 6th Result | { Appreciation and recommendation from 93 satisfied Manufacturers and Distributors means our success. |
| 7th Allow Us to Prove It | { Write us or any firm we serve
Let us help solve your problems. |

Ewert & Richter Express and Storage Co.
Davenport, Iowa

DAVENPORT, IOWA

New Fireproof Warehouse



for Storage of Merchandise and Household Goods
Distributors and Forwarders

for Davenport, Iowa, Rock Island, Moline, and East Moline, Illinois and the Middle West

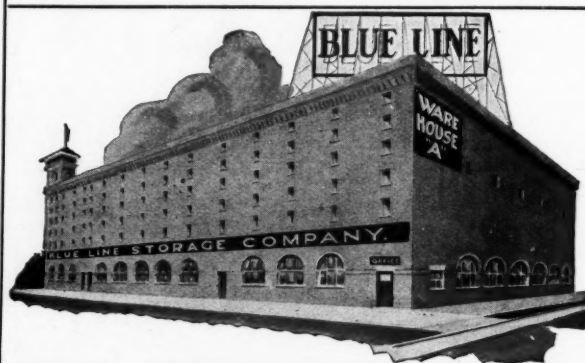
Private R. R. Siding.
Free Switching

Pool Car Distributors

Merchants Transfer and Storage Company
Davenport, Iowa

DES MOINES, IOWA

BLUE LINE STORAGE CO.



3 large warehouses. Fireproof storage household goods — merchandise storage distribution—cartage. Private tracks with 16 car capacity. Covered unloading docks.

Pleasing service guaranteed.

FRANK O. GREEN, Pres. LAWRENCE E. STONE, Sec., Gen. Mgr.

DES MOINES, IOWA

DES MOINES, IOWA

RED LINE Transfer & Storage Co., Inc.

Merchandise and Furniture Warehouse
Distributors and Forwarders

Send Your Pool Cars in Our Care
New Fire-Proof Warehouse
Teams or Auto Trucks for Hauling
Free Switching on All Railroads to Our Warehouse

515 East Court Ave. Des Moines, Iowa

DES MOINES, IOWA



200 Package Cars leave Des Moines daily, furnishing 24-hour service to surrounding territory.

Close to Iowa's Pocketbook

The per capita wealth for Iowa is \$3,539. The per capita wealth for the remainder of the United States is \$1,965.

No point in Iowa is over 12 miles from a railroad and Des Moines is only 200 miles from the geographic center of the United States.

By placing your spot stocks on our floors you can have 24 hour service to extreme Iowa points.

Was there ever a better chance for the Traffic Manager to give the Sales Staff solid backing?

Our service means easier sales next time the traveling man calls. Deliveries in good order mean bigger repeat sales.

Easily available stocks are turning faster, resulting in more frequent profits, the economy of using our service adds another width to your margin of profit.

MERCHANTS

TRANSFER & STORAGE CO.

Ninth and Mulberry Streets, Des Moines, Iowa

AWA

Members
NFWA

CWC

MARSHALLTOWN, IOWA

EWING of MARSHALLTOWN

Connects with three railways, distributes pool cars and spot stocks, stores, moves and ships furniture, hauls by truck, and doesn't charge too much. If you've got anything for Iowa, "Send It To Ewing."

EWING TRANSFER CO.,

Marshalltown, Iowa

SIOUX CITY, IOWA

Pianos, Safes and Heavy Hauling
If It's Routed to or Through Sioux City, Bill It to

ROSENTHAL

Fireproof and Steam Heated Storage

300 Iowa Street, Sioux City, Iowa

OTTUMWA, IOWA

DAGGETT

TRANSFER AND STORAGE

Special Attention Given to Merchandise
Distribution and Pool Car Shipments

MEMBERS:

Central Warehousemen's Club
National Furniture Warehousemen's Association

WATERLOO, IOWA

IOWA WAREHOUSE CO.

Fireproof Warehouse

Motor Truck Service

Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles

SIOUX CITY, IOWA

WE, as merchandise storers and factory distributors, have every facility consistent to high-class service. Our building, consisting of 50,000 sq. ft. of floor space, is equipped with rat-proof, freeze-proof rooms, which also keep from twenty to thirty degrees cooler than the atmosphere in the summer months, making them ideal for the storing of prepared flour, canned milk, cooking fats and other commodities requiring an even temperature.

Located on C. St. P. M. & O. trackage with free switching from all rail connections; namely, C. M. & St. P., Great Northern, Chicago, Burlington & Quincy, C. & N. W., Illinois Central.

Let us serve you at a price you can afford to pay.

Monarch Storage & Forwarding Co.

"Service that Satisfies"

KANSAS CITY, KANSAS

THE INTER-STATE TRANSFER & STORAGE COMPANY

PACKING, MOVING, STORING AND SHIPPING

1106-8-10 North Fifth Street

L. J. Canfield, Proprietor

Both Telephones 0075

We handle approximately 75% of all the freight shipped to Kansas City, Kan.—
L. J. Canfield.

PITTSBURG, KANSAS

Best Location for KANSAS, MISSOURI, and OKLAHOMA MERCHANDISE STORAGE and POOL

CAR Distribution

Located on the Atchison, Topeka & Santa Fe, Joplin-Pittsburg, Kansas City Southern, Missouri Pacific, and St. Louis & San Francisco Railways.

PITTSBURG TRANSFER & STORAGE CO., Inc.
P. O. Box 527

WICHITA, KANSAS

Our Insurance Rates Are the
Lowest

Select your Warehouseman as you would your
banker.

"Service Is Our First Consideration"

BROKERS OFFICE & WAREHOUSE CO.

"BONDED"
143 No. Rock Island Avenue
STORAGE, DISTRIBUTION and FORWARDING
Centrally located in the jobbing district and to the Railway Stations.
M. E. CUYKENDALL, Mgr.

New

Fireproof

Reliable

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BEST DISTRIBUTING POINT FOR THE SOUTHWEST

Warehouse 25,000 square feet floor space. Free switching privileges. A. T. & S. F., C. R. I. & P., Mo. Pac., Frisco, Orient and Midland Valley Railroads.
ARE YOU looking for a firm that will handle your shipments PROMPTLY—EFFICIENTLY—COURTEOUSLY in Wichita?
If so, consign your shipments—Care of

Southwestern Storage and Distributing Company
428-432 North Wichita Street, Wichita, Kansas

POOL CAR DISTRIBUTORS

Correspondence solicited

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A. F. JONES, Pres.

F. W. JONES, Vice-Pres.
J. H. BRUGH, Sec., Gen. Mgr.

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General Warehousing
Storage, Forwarding and Distributing

300,000 SQUARE FEET

CAPITAL \$100,000.00



WE OPERATE FOUR OF
THE FINEST FIREPROOF WAREHOUSES
IN THE MIDDLE WEST.

WE MAKE LOANS AGAINST OUR
WAREHOUSE RECEIPTS

UNITED WAREHOUSE CO.

WICHITA, KANSAS
115 N. Meade & 815 E. 2nd

KANSAS CITY, MO.
2114 Central St.

LEXINGTON, KY.

UNION TRANSFER & STORAGE
COMPANY

INCORPORATED

Merchandise and Furniture Storage
Distributors and Forwarders
Warehouses on Private Sidings

Member of American Chain of Warehouses

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KENTUCKY

LOUISVILLE, KY.

FIREPROOF STORAGE CO., Inc.

308-14 West Liberty St.,

Located in center of MAIN BUSINESS SECTION
Only absolutely FIREPROOF STORAGE WAREHOUSES
in our city

Assembling and Distributing Car Shipments a Specialty
Prompt attention given to collections

LOUISVILLE, KY.

Carry Spot Stocks in Louisville

Where Concentrates the Golden Flood
of Ohio River Valley Commerce
Louisville Public Warehouse Co.

Louisville, Kentucky

W. N. Cox, President.

E. H. Bacon, Vice-President.

LOUISVILLE, KY.

SAFETY TRANSFER AND
STORAGE CO., INC.

"Louisville's Leading Movers & Packers"

Clay and Main Streets
We Move, Pack, Store and Forward Household
Goods
Member N. F. W. A.

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ALEXANDRIA
In the Heart of Louisiana

The meeting point of seven roads
giving quick service to nearly
every town and city in state

NOW IN OUR NEW BRICK AND CONCRETE WAREHOUSE WITH PRIVATE SIDING ON C. R. I. P. RAILROAD. THE FOLLOWING NATIONALLY KNOWN CONCERNS USE OUR SERVICE. WHY NOT YOU?

The Procter & Gamble Dis. Co. Memphis, Tenn.
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Your inquiries Will Receive Prompt Attention

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Members { American Warehousemen's Ass'n.
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Mentholatum

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

NEW ORLEANS, LA.

NEW ORLEANS, LA.

2ND PORT, U. S. A.

All cement warehouses, low insurance, low handling costs.

Only one-half square from Mississippi River.

Track facilities for seventy-three (73) cars at one time.

Operated in conjunction with Dennis Sheen Transfer, Inc., oldest and most complete hauling corporation South.

Electrical unloading and piling devices built to eliminate any damage in handling.

Excellent switching connections, with all lines entering New Orleans.

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Established 1875

Incorporated 1918

General Storage and Distributing
Capacity 70,000 Sq. Ft.

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Private Siding Capacity, 15 Cars.

Member:
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Galt Block Warehouse Company

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Private track, sprinkler equipped, low insurance rate. Storage in Transit on Flour, Cereals and Canned Goods.

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Phone Gilmore 3000.

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1710 to 1720 Edmondson Ave.

Members | N. Y. F. W. A.
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Fireproof W'h's'e in rear

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Low Insurance Rates

Merchandise Warehousing

&

Distribution

Complete modern Warehouse Service
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Pool-Cars a Specialty

Located in heart of wholesale district

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"We Give Service, Don't Promise It."

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*Household Goods Exclusively
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All Collections Promptly Remitted*

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Baltimore's Modern Fireproof Warehouse

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Established 1879

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ABSOLUTELY FIREPROOF WAREHOUSE

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Moline Plows

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Graham's Storage Warehouse*The Largest in Baltimore*

Established 1887 GEO. D. MAGRUDER, Pres. and Gen'l Manager



800 Storage rooms, one to ten Van load capacity.
Vans load and unload in the centre of the building.

MOVING—PACKING—SHIPPING
MOTOR EQUIPMENT

Send us your Baltimore Consignment
Members, Md. Whse. Assn., Nat. F. W. A.

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Security Storage & Trust Company

Resources Over One Million Dollars
15 W. North Avenue

FIREPROOF WAREHOUSES
MOTOR EQUIPMENT
EFFICIENT SERVICE
TO WAREHOUSEMEN

Members of
Baltimore Furniture Warehousemen's Association
National Furniture Warehousemen's Association

ARLINGTON, MASS.

ARLINGTON STORAGE WAREHOUSE

20 Mill Street, Arlington, Massachusetts

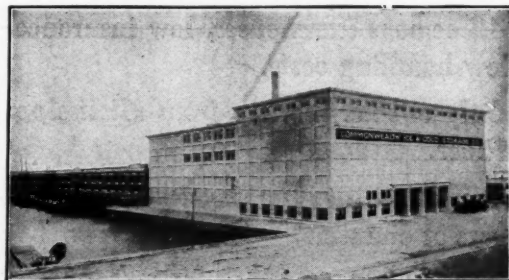
Fireproof and Semi-Fireproof Sections	Separate Locked Rooms for Furniture
Household Goods Exclusively	First-Class Auto-Truck Service
Modern Heated Piano Room	Packing and Shipping Anywhere
	Consignments Solicited

The Men Who Distribute

Bon Ami

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and consult the Shippers' Index

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"Where Rail Meets Sail"

Cold storage for all classes of perishable merchandise.

General storage space for all classes of merchandise.

Directly connected side track on New York, New Haven and Hartford.

Perfect local distribution facilities.

Commonwealth Ice & Cold Storage Co.
220 Northern Ave. **BOSTON, MASS.**

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FURNITURE AND PIANO MOVERS

HOME, OFFICE and
LONG DISTANCE MOVING

Having a five story building comprising forty-one thousand square feet devoted exclusively to the Packing and Storing of Household Goods and Office Furniture for shipment.

We are the largest concern in New England doing this kind of work, operating a fleet of trucks for intercity and interstate shipments, also take care of your collections and represent you at this end.

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 79 Broadway **South Boston**
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25, 27, 29, 30, 31, 32, 33, 34 Pittsburgh Street
28, 30, 32, 34 Stillings Street

Established 1872—Incorporated 1906

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DIRECT TRACK CONNECTION

New York, New Haven & Hartford R. R. Free Switching from all Railroads. We specialize in receiving and distributing merchandise and can offer you all the facilities of an up-to-date warehouse with personal supervision.

Our customers' interests are our own

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**Northern Avenue Stores
and Dock Corporation**

New Haven Terminal Stores

308-316 Congress Street, Boston, Mass.

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Dockage for Steamers and Vessels

**Storage of Wool, Leather and
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Quincy Market Cold Storage and Warehouse Co.**STORAGE FOR FREE AND
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Special Attention Given to Distribution

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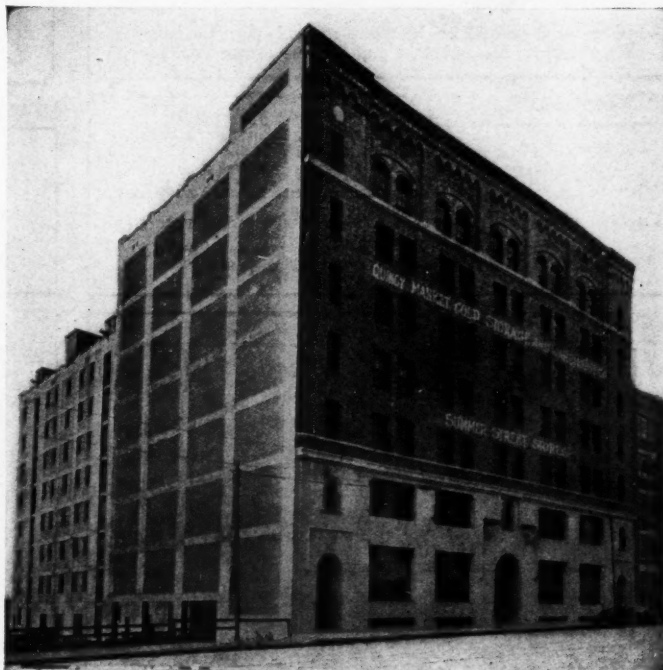
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GEORGE S. LOVEJOY, Manager

General Storage Department

Main Office:

178 Atlantic Ave., Boston, Mass.



Summer Street Stores, Direct Connection via N. Y., N. H. & H. R. R.

BOSTON, MASS.

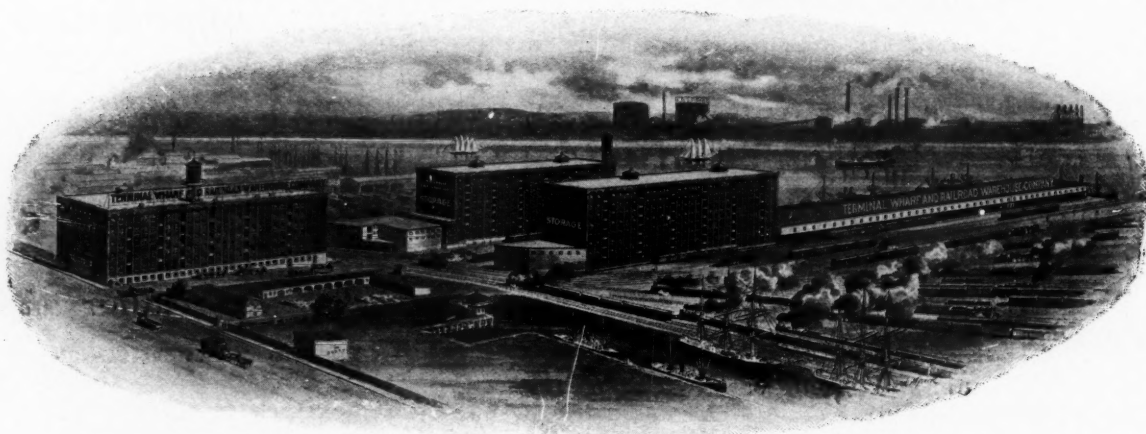
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TERMINAL WHARF AND RAILROAD WAREHOUSE COMPANY

50 Terminal Street

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Storage of Wool, Cotton and
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LOWEST INSURANCE RATES
DIRECT TRACK CONNECTIONS
BOSTON & MAINE R. R.

SHIPPING DIRECTIONS
MYSTIC WHARF
BOSTON, MASS.

Fumigation of Foreign Cotton
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AND OTHER MATERIALS AS REQUIRED
BY U. S. GOVERNMENT

CARTAGE TO AND
FROM FREIGHT STATIONS
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WEIGHING, SAMPLING, AND ALL
SERVICES USUALLY PERFORMED
BY AN UP-TO-DATE WAREHOUSE

We will Lease or Build to Suit Tenants

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ESTABLISHED 1845

232 State St.

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General Merchandise Distribution and Warehousing
We operate 6 motor trucks and 6 horse drawn vehicles

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Main Office 647 Main St.

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SPECIALISTS IN POOL CARS

Storage Space, 50,000 sq. ft. N.Y.N.H. & H. and B. & M. Sidings

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General Merchandise. Distributing. Separate Rooms for Furniture.

Negotiable Receipts.

Bonded Warehouse. Our own Side Track. Member A. W. A.

Located in center of business and shipping district
on N. Y., N. H. & H. R. R.**LOWELL, MASS.**

**A REAL ALL-ROUND
SERVICE INSTITUTION**

**HARVARD STORAGE AND WARE-
HOUSE COMPANY OF LOWELL**

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When shipping goods by rail, consign to our care via Boston and Albany R. R., East
Cambridge Station. Car lots will be placed at our door on our own private siding.
METROPOLITAN STORAGE WAREHOUSE CO.
134 Massachusetts Avenue, Cambridge, Mass.
WARREN B. HIBBERT, Manager

ADVERTISING
Doesn't Jerk — it
Pulls—a Steady Pull.
Every ad Goes to Confirm
the one Before it—to
Strengthen the One That
is to Follow and There's
No Waste of Effort or
Money. The Stayer Wins
Every time.

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Storage, Forwarding, Distribution
of Merchandise of All Kinds

EASTERN STATES REFRIGERATING CO.

Six Million Cubic Feet Capacity

Cold Storage of Food Products
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WAREHOUSE
Consign via
D. L. & W. R. R.
Cold Storage Only

LIBERTY DIVISION
385 Liberty St.
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Cold Storage, Merchandise,
Household Goods

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DETROIT'S LEADING MOVERS

Detroit Storage Co.



Main Office and Fireproof Warehouse
MOVING, PACKING, SHIPPING

Corner East Grand Boulevard and Beaubien St.,
DETROIT, MICH.

Member National Warehousemen's Ass'n.

WORCESTER, MASS.

IN THE HEART OF NEW ENGLAND

Bowler Storage and Sales Company

General Merchandise Warehousemen

Specializing in the Storage of Automobiles, Wool, Lubricating Oils,
Heavy Machinery and General Merchandise Distribution.

By an Organization Whose Policy Is
SECURITY, SYSTEM and SERVICE

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NORTHEASTERN STORAGE & DISTRIBUTING CO.

Storage and Distribution
of General Merchandise

Pool Car Distribution

Railroad Facilities

WORCESTER MASS.

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Members A. W. A.

Pool Car Shipments General Merchandise Storage
Local Distribution

Cold Storage of Food Products
Direct Boston & Albany Railroad Siding

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The

Riverside Truck & Storage Co.

GENERAL MERCHANDISE DISTRIBUTION

Storage of Household Goods and Merchandise.
Car Load Lots and less than Car Load Lots.

Private Railroad Track—Sidings on all railroads entering Bay City.
Office & Warehouses:
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DETROIT, MICH.

Great Central Warehouse Company

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Merchandise Warehouse Exclusively

Private R. R. Siding on Michigan Central R. R.

Can Handle 40 Cars Daily

Prompt and Efficient Service Guaranteed

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MOTOR TRUCK DISTRIBUTION IN
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Our warehouse is located on the west side of Detroit, easily
accessible to all manufacturing plants and railroad freight
depots.

DETROIT, MICH.

Nelson Transportation Co.

80 Calvert Ave., DETROIT, MICH.

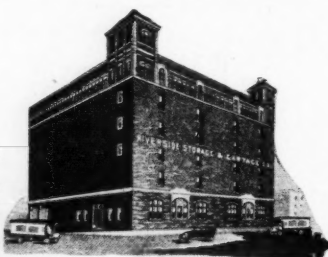
150,000 square feet of storage on Detroit river front with
boat loading facilities. Located on Grand Trunk, Toledo &
Shore Line and D, T & I sidings. Capacity 200 cars.

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STORAGE
BOAT AND RAIL SHIPPING
CAR LOADING
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EXPORT BOXING AND SHIPPING
WAREHOUSING

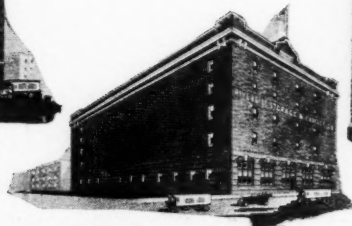
DETROIT, MICH.



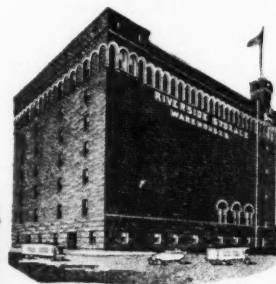
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President



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"SERVICE WITH SECURITY"

Let us represent your interests in Detroit. Every facility is provided for the most efficient handling of your shipments of household effects.

Service personally directed, coupled with efficiency and responsibility, will result in a satisfied customer for you at destination.

RIVERSIDE STORAGE and CARTAGE CO.

CASS and CONGRESS STS.
DETROIT, MICHIGAN

DETROIT, MICH.

THE ORIGINAL

Turner Cartage & Storage Co.

General Warehousemen

MOTOR TRUCKING
TEAMING, STORAGE



MACHINERY MOVING &
ERECTING, MOVING

Est. 1880

Official Cartage Agents

WABASH & CANADIAN PACIFIC RYS.

Main Office, 1675 Howard St.

WAREHOUSES: Howard St., M. C. R. R. and Beaubien St.

FLINT, MICH.

THE ONLY FIREPROOF WAREHOUSE IN FLINT, MICHIGAN

Moving Packing Shipping Storage

FLINT FIREPROOF STORAGE CO.

615 East 6th Avenue

GRAND RAPIDS, MICH.

Elston Packing & Storage Company

Storage Household Goods and New Furniture,
Moving, Packing and Shipping

Offices—Wealthy St. & Charles Ave., Grand Rapids, Mich.

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WOLVERINE STORAGE CO.'S FIREPROOF BUILDING

Terminal Railroad and East Jefferson Avenue
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THE largest fireproof warehouse in Michigan.
Open for business after November 1st.
1,250,000 cubic feet in building. 100,000 square
feet of floor space. Will handle merchandise and
household goods storage.

MEMBERS OF NATIONAL FURNITURE WAREHOUSEMEN'S ASSOCIATION

GRAND RAPIDS, MICH.

Most Up-to-Date Warehouse in Michigan

Concrete Construction.
Absolutely Fireproof. Sprinkler Risk.
Lowest Warehouse Insurance Rate in State.
Track Capacity, 25 Cars.
Latest and Best Equipment for Handling.

General Merchandise Storage

Cartage Facilities.
High Grade Service Guaranteed.
Negotiable Warehouse Receipts Issued.
Pool Car Distribution.

Furniture Manufacturers Warehouse Co.
505-511 Fulton Street, West Grand Rapids, Mich.

GRAND RAPIDS, MICH.

LARGEST COMMERCIAL WAREHOUSE IN WESTERN MICHIGAN



COLUMBIAN STORAGE & TRANSFER CO.

Located within four blocks of all principal freight depots.

GRAND RAPIDS, MICH.

"INSTANT SERVICE"

MERCHANDISE WAREHOUSE ONLY

We operate 36 horse-drawn vehicles and 12 motor trucks.
Orders received before noon shipped same day.

Pool Car Distribution

Private R. R. Siding Michigan Central R. R.
Free Switching

GRAND RAPIDS, MICH.



RICHARDS'

A Good Place for Household Goods

It would be immodest to say this is the *best* warehouse in Grand Rapids. But we dare admit we are good, without blushing. Opinions are sure to differ. Therefore we'd like to have you try us out thoroughly before making up your mind. About 500 families annually leave Grand Rapids. We handle much of that business. If you have a family for Grand Rapids, and we one for your city, you have a chance to find out just how good we are.

Try consigning them to

Richards Warehouse Co.
Grand Rapids, Michigan

GRAND RAPIDS, MICH.

Kent Storage Company

Main Office and Warehouses

Front Avenue and Pennsylvania Tracks

Grand Rapids, Mich.

General Merchandise

Storage and Reforwarding
Six Warehouses Floor Space 200,000 sq. ft.
Pool Car Distributing
Light and Heavy Hauling (Power Trucks)
Trackage Capacity 30 Cars

Connections with All Lines—Private Sidings on Penna. and Pere Marquette R.Rs.

Located in Center of Wholesale District Within Three Blocks of All Freight Houses.

When You Need Better Service in Grand Rapids Get in Touch with Us!

Insurance Rate 55c. per \$100.00 Annum.

Brick Construction — Automatic Sprinkler System.

COLD STORAGE

500,000 Cubic Feet

Temperatures

Zero to 40 Above

Members of { American Chain of Warehouses
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Association



E. R. McCOY,
General Manager

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Shank Fireproof Storage Company

Largest Fireproof Storage Warehouse in Western Michigan.
Merchandise and Household Goods.

Members I. F. W. A.

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Most Complete Facilities

FOR

Storing, Moving, Distributing

Warehouse 128-138 Coldbrook St., 30,000 sq. feet Warehouse 1156 Plainfield Ave., 35,000 sq. feet.

WESTERN MICHIGAN TRANSFER & STORAGE CO.

Grand Rapids, Michigan

ESTABLISHED 1909

EDWARD H. SCHANTZ, Secretary and Manager

The Men Who Distribute

Kellogg's Toasted Corn Flakes

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

KALAMAZOO, MICH.

HASTINGS TRUCK CO.

Est. 1873

Merchandise Storage and Distribution

Motor Trucks and Team Equipment for all kinds of hauling. Machinery Riggers.

Office in M. C. R. R. Freight House.

LANSING, MICH.

Fireproof Storage and Transfer Co.

The Only Fireproof Warehouse in City for Furniture and Commercial Storage

POOL CAR DISTRIBUTION

Move — Pack — Crate — Transfer

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Lansing Storage Company

Exclusive Household Goods Storage
Moving, Packing, Shipping
Motor Van Service for Inter-city Work
"We know how"

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CENTRAL WAREHOUSE CO.

GENERAL WAREHOUSEMEN AND FORWARDERS
MERCHANDISE DISTRIBUTION

SPRINKLER SYSTEM

Private Sidings M. C. R. R.

SAGINAW, MICH. Office N. Michigan Ave.

DULUTH, MINN.

SECURITY STORAGE & VAN CO.,

14 EAST MICHIGAN ST.

STORAGE AND TRANSFER
OF HOUSEHOLD GOODS
AND MERCHANDISE

POOL CAR DISTRIBUTORS

Located on Terminal Tracks

No Switching Charge

MINNEAPOLIS, MINN.

THE BOYD TRANSFER & STORAGE CO.

Minneapolis, Minnesota

NET RESOURCES \$450,000.00

Outstanding Facts About BOYD

Storage Plant Covering an entire City block.

Fireproof Warehouse for Household Goods with 1800 Rooms and Compartments.

Freight Depot on C. G. W. R. R. for Merchandise Storage and Distribution. Trackage for Twenty Cars

Largest Pool Car Forwarders in the Northwest.

Forty Motor and Horse-drawn Vans covering every part of Minneapolis and St. Paul.

THIRTY YEARS EXPERIENCE

MINNEAPOLIS, MINN.

Both our fireproof and non-fireproof warehouses are located in the downtown business district on direct railroad trackage.

**DISTRIBUTING AND WAREHOUSING
MERCHANDISE AND HOUSEHOLD GOODS
TRUCK SERVICE**

Regular Trips Between Twin Cities

Cameron Transfer and Storage Co.

Main Office, 420 Second Avenue South
Warehouses: 734 to 758 North Fourth Street

MINNEAPOLIS, MINN.

Merchandise Houses

Realizing fully that you will be judged by the service we render your customer, it is the thoughtful study and persistent policy of this company to see that every point of contact which you establish is maintained with the utmost care.

KEDNEY WAREHOUSE CO.

10 HENNEPIN AVENUE

Members A. W. A., C. W. C., Minn. W. A.

MINNEAPOLIS, MINN.

Household Goods Department
C. W. Little, Mgr.

OUR BUSINESS**Packing, Storing and Shipping
Household Goods**

Consignments from other cities given personal attention and expert service. Both Fireproof and Sprinklered houses with as low insurance as any obtainable.

Licensed and Bonded by
STATE OF MINNESOTA

KEDNEY WAREHOUSE CO.

101—3rd Ave. So. & 10 Hennepin Ave.
Minneapolis, Minn.

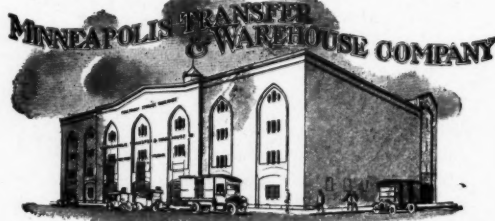
MINNEAPOLIS, MINN.

1,500,000 CUBIC FEET

FIREPROOF

Lowest Insurance Rate in Minneapolis

Locked private fireproof rooms for storage of household goods. Pool car distributors. Complete fleet of vans and motor trucks.



The Men Who Distribute

Shredded Wheat

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

MINNEAPOLIS, MINN.

SECURITY WAREHOUSE COMPANY

Established 1883

MERCHANDISE STORAGE And DISTRIBUTION

For Minnesota and Northwestern States

**L. C. L. Shipments without
Cartage**

**Motor Truck Deliveries
Located in heart of whole-
sale district**

Minneapolis

ST. PAUL, MINN.

Your Patrons in the Northwest Demand Quick Service

Let us help you give it to them

We are at the natural gateway, at the junction of nine railroads, Minnesota Transfer, in Midway, a short distance from the jobbing and retail districts of both St. Paul and Minneapolis—giving complete accessibility from one stock to every point.

L. C. L. shipping without carting. Motor Trucks for local deliveries. Forty acres of ground. Six miles of trackage, operated by our electric locomotives.

**Merchandise Bonded and Cold Storage
Industrial Sites**

*Let us help you solve your distribution problem
in this territory.*

CENTRAL WAREHOUSE COMPANY

**Office: 739 Pillsbury Avenue
St. Paul, Minn.**

Members A. W. A., Central Warehousemen's Club and
Minnesota Warehousemen's Association

MINNEAPOLIS, MINN.

Skellet of Minneapolis

deserves a place at the head of your Minneapolis list. A new warehouse, modern in every detail, and operated by experienced men along most efficient lines. Open storage and private rooms; centrally located on private side track: 21 vans and trucks. Our facilities and service warrant your investigation. We have the knack of making newcomers welcome.

Members: N. F. W. A. A. W. A. Central Club

SKELLETT COMPANY

201 South Fifth Street Minneapolis, Minn.

We operate Ballard Company in St. Paul

ST. PAUL, MINN.

FIDELITY STORAGE & TRANSFER CO.

HIGH GRADE STORAGE ACCOMMODATIONS.

Office, 310-312 Cedar St.

Pooled Cars Distributed, Four Track Warehouses,
Merchandise and Household Goods

ST. PAUL, MINN.

MERCHANDISE HOUSES

This city is the very heart of one of the most prosperous dairy regions of this country and we are on the eve of a great wave of prosperity both industrially and agriculturally.

Use our warehouse for your distributing base and get your share of this inevitable prosperity.

KEDNEY WAREHOUSE CO.

Ninth & Pine Streets

Members A.W.A., C.W.C., Minn. W.A.

ST. PAUL, MINN.

St. Paul

Minn.



**Distributors and Handlers of
HOUSEHOLD GOODS**

The Men Who Distribute

Pepsodent Tooth Paste

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

ST. PAUL, MINN.

**ST. PAUL TERMINAL
WAREHOUSE COMPANY**

New, clean, fireproof warehouses.
Located centrally in jobbing district.
LCL shipping without cartage.
Motor Trucks for store door delivery.
Bonded to the State.

Merchandise Storage and Distribution
ST. PAUL

KANSAS CITY, MO.

FOR GENUINE PERSONAL SERVICE

Ship to

Baltimore Transfer & Storage Co.
2030 Baltimore Ave., Kansas City, Mo.

Factory and Carload Distributors All Classes Merchandise

KANSAS CITY, MO.

WHO'S HILL?

He's a furniture warehouseman who knows his business, and turns that knowledge to profit for his correspondents.

J. G. HILL

9th and Woodland Ave., Kansas City, Mo.

JACKSON, MISS.

**RICKS
STORAGE & DISTRIBUTING
COMPANY**

Located at the logical distributing point for Mississippi. Merchandise storage and prompt distribution of pool cars. Modern brick building on Illinois Central Railroad siding.
Motor Truck Service.

JACKSON, MISS.

**Wright Transfer
Company**

Office, 261 Pearl Street
Jackson, Mississippi

Storage and Distribution
Merchandise and Household
Goods

Special Attention to Pool Shipments

13 Years Experience

"FOR RIGHT SERVICE SHIP TO WRIGHT"

JOPLIN, MO.

Tonnies Transfer & Storage Co.
1027-43 Virginia Ave. Joplin, Mo.

Distribution and storage of merchandise
Fireproof warehouses—Motor van service
On railroad siding—Lowest Insurance rates

PACKING—STORAGE—SHIPPING

THE advertiser

Who gets cold feet now

Will be cold all over

Two years from now.

—The Credit Monthly

A DVERTISING
Doesn't Jerk
—it Pulls—a
Steady Pull. Every
ad Goes to Con-
firm the one Be-
fore it—to
Strengthen the
One That is to Fol-
low and There's
No Waste of Effort
or Money. The
Stayer Wins Every
time.

Kansas City, Mo.



HOUSEHOLD GOODS COMPANIES

Lincoln Fireproof Storage Co.,
Kansas City, Mo.

D. A. Morr Transfer & Storage Co.,
Kansas City, Mo.

Beebe Storage & Moving Co.,
Kansas City, Mo.

L. Leritz & Son Storage & Moving Co.,
Kansas City, Mo.

Monarch Transfer & Storage Co.,
Kansas City, Mo.

Perky Bros. Transfer & Storage Co.,
Kansas City, Mo.

A. B. C. Fireproof Warehouse Co.,
Kansas City, Mo.

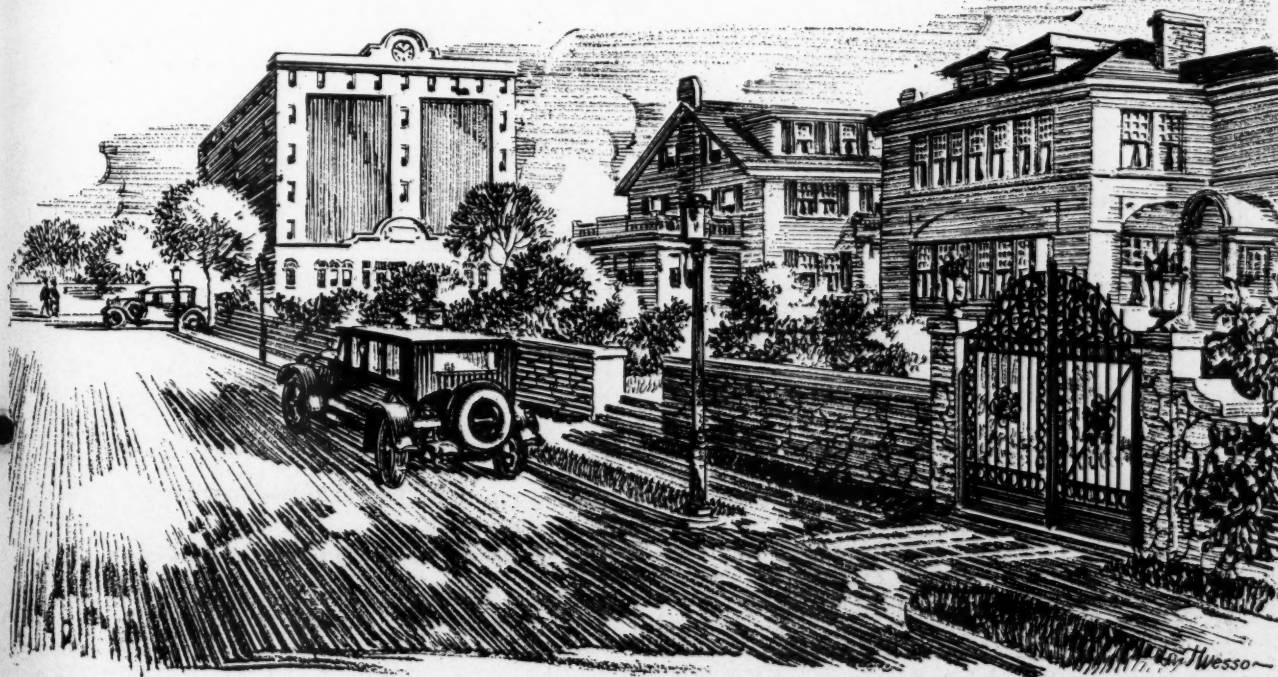
Groves Fireproof Warehouse Co.,
Kansas City, Mo.

MERCHANDISE WAREHOUSE COMPANIES

Central Storage Company,
Kansas City, Mo.

Adams Transfer & Storage Co.,
Kansas City, Mo.

Crooks Terminal Warehouses,
Kansas City, Mo.



ST. LOUIS, MO.

Four of St. Louis' oldest and largest household goods warehouses under "GENERAL" management.

Langan & Taylor Storage & Moving Co.

R. U. Leonori Auction & Storage Co.
American Storage & Moving Co.

J. Brown Storage Co.

In the world of household goods warehousing, these words are synonyms —

SAINT
LOUIS
MISSOURI

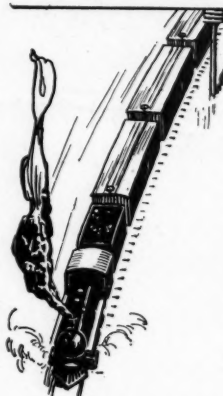


GENERAL
WAREHOUSING
COMPANY

ST. LOUIS, MO.



POOL CAR DISTRIBUTION



Shipment by carload to get the lowest freight rate requires intelligent cooperation from the agent who breaks bulk for you.

Our traffic department will submit rates in and out of St. Louis showing best routes and lowest possible combinations.

Also storage, cartage, local distribution office space for accommodation of customers.

Join the
Goodly Com-
pany of Our
Patrons

S. N. LONG
WAREHOUSE
St. Louis, Mo.

ST. LOUIS, MO.

BEN A. LANGAN

FIREPROOF STORAGE CO.

5201 to 5209 Delmar Ave.
ST. LOUIS

Expert Movers and Forwarders of
HOUSEHOLD GOODS

Our Auto Van Service is Unexcelled
Your Interests Will Be Safely Guarded

ST. LOUIS, MO.

The St. Louis Gateway.

Goods laid down on our floors in St. Louis are within a few hours of a million and a half purchasers, while 775,000 are right outside the doors. With our downtown location and excellent re-shipping facilities you can serve this mammoth population at minimum expense. We co-operate in serving your interests in this territory. We make a specialty of the storage of automobiles.



Pennsylvania Terminal Warehouse Co.
of St. Louis, Missouri.

R. F. Abernathy, Resident Mgr.

ST. LOUIS, MO.

THE
McPHEETERS WAREHOUSE COMPANY
MERCHANDISE STORAGE AND DISTRIBUTORS

Trackage Capacity—Eleven Cars

ST. LOUIS, MO.

JOHN C. CROTHERS

Secretary and General Manager

LINCOLN, NEBR.

Globe Delivery Co.

Merchandise and Furniture Storage

Distributors and Forwarders

5 Warehouses—Trackage

Write us for explanation of Lincoln's advantages as a distribution center

OMAHA, NEBR.

BEKINS OMAHA VAN and STORAGE

Household Goods and Merchandise

16th and Leavenworth St., OMAHA, NEBR.

OMAHA, NEBR.

**FIDELITY
STORAGE & VAN CO.**

1107-11 HOWARD STREET

Exclusive Household Storage

Removals — Packing — Forwarding

All Collections Promptly Remitted

MEMBERS { American Warehousemen's Association
Central Warehousemen's Club
National Furniture Warehousemen's Association

OMAHA, NEBR.

GORDON**Fireproof Warehouse & Van Co.**

Main Office: 219 North 11th Street

Four warehouses on track, equipped with automatic sprinkler systems.

Accommodations for brokers, jobbers, automobile manufacturers, etc.

Household Goods Packed, Stored and Forwarded

MEMBER:

American Warehousemen's Association.
Central Warehousemen's Club.
National Furniture Warehousemen's Association.

OMAHA, NEBR.

**Pacific Storage &
Warehouse Co.**

1007-9-11 JONES STREET

Merchandise Storage and Distribution

Pool cars solicited

Private Siding

Motor Trucks

Our Warehouse is in the Center
of the Jobbing and Business District.**Service That Satisfies Is Our Motto**Members of the Central Warehousemen's Club,
American Warehousemen's Ass'n.

The Men Who Distribute

Pepsin SyrupRead DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

MANCHESTER, N. H.

McLANE & TAYLOR

Direct Boston & Maine Siding

MERCHANDISE—COLD STORAGE PLANT—FUR
STORAGE—AUTOMOBILE STORAGE AND
HOUSEHOLD GOODSNew and Absolutely
Fireproof Warehouse

WAREHOUSING IN ALL ITS BRANCHES

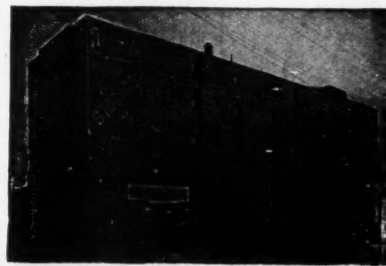
ATLANTIC CITY, N. J.

**ELDREDGE EXPRESS and STORAGE
WAREHOUSE CO.**

Office: 110 N. South Cardina Avenue

Inter-City Auto Service

Heavy Hauling

Railroad
Siding and
Storage YardStorage for
Goods and
Merchandise

Piano Moving

Phone 108

ATLANTIC CITY, N. J.

National Storage Warehouse Co.

1808-12 BALTIC AVENUE

300 Separate Rooms—

Moving, Crating, Storage of
Household Goods Exclusively

Pierce-Arrow trucks for long distance work. Goods insured in transit.

EAST ORANGE, N. J.

JACOB DIETRICH

Storage, Moving, Packing and Shipping

Oranges and Maplewood—Padded Motor Vans

My satisfied customers cover a period
of over 30 years. Shipments solicited.

47 No. Grove Street, EAST ORANGE

EAST ORANGE, N. J.

Established 1887 R. T. BLAUVELT, President

Lincoln Storage Warehouses

FIREPROOF NON-FIREPROOF MOTOR EQUIPMENT

Members of the American Warehousemen's Association and
National Furniture Warehousemen's Association

Principal Office, 85 MAIN STREET

JERSEY CITY, N. J.

GOODMAN WAREHOUSE CORP.
Fireproof StorageFor Shipments of Household Goods and Merchandise in Jersey
City and Greater New York
Accessible to All Railroads

For Information See Directory (December Issue, Page 207).

JERSEY CITY OFFICE.....NEW JERSEY
BAYONNE.....NEW JERSEY

NEWARK—EAST ORANGE, N. J.

*Ship Through Us for Newark and
Surrounding Territory*

STORAGE PACKING Long Distance Moving a Specialty MOVING SHIPPING
COLUMBIA STORAGE WAREHOUSES
INCORPORATED

NEWARK, N. J.

Estab. 1850 Jos. V. Lupo, Pres. & Treas.
John F. Lupo, Sec.

JOB De CAMP, INC.
80 PARK PLACE

Transfer of Household Goods Storage of Household Goods
Freight, Heavy Haulage, Mdse., New Autos, Imple-
Motor Service ments, Yard Storage.
Factory Distributors
Member of N. J. F. W. A. and N. F. W. A.

NEWARK, N. J.

A Real Warehouse



With Rail and
Water, and in
the Heart of
Newark

Member A. W. A.

ESSEX WAREHOUSE CO.

NEWARK, N. J.

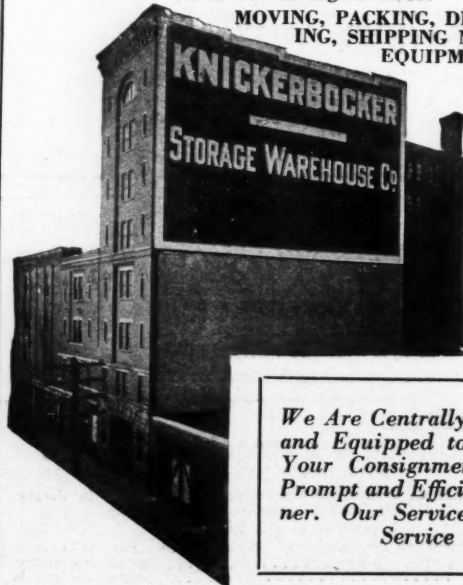
JOHN MULLIGAN, Pres. WILLIAM MULLIGAN, Vice-Pres.
JAMES E. MULLIGAN, Sec. and Mgr.

Ship to Newark's Leading Furniture and Merchandise
Warehouse

**Knickerbocker Storage
Warehouse Company**

96 to 106 Arlington Street

MOVING, PACKING, DISTRIBUT-
ING, SHIPPING MOTOR
EQUIPMENT



Members
N. F. W. A.
and
N. J. F. W. A.

*We Are Centrally Located
and Equipped to Handle
Your Consignments in a
Prompt and Efficient Man-
ner. Our Service Is Real
Service*

NEWARK, N. J.

TRUCKING WAREHOUSING SHIPPING

PASSAIC TRANSPORTATION COMPANY

OFFICES

57 Freeman Street, Newark, N. J.

**General Merchandise Storage
and Forwarding**

Capacity, 1000 Cars

**Fireproof Brick and Concrete
Buildings**

Railroad Sidings

CENTRAL RAILROAD OF N. J.

Dock Facilities

PASSAIC RIVER

Warehouse Receipts Issued

Trackage Capacity, Ten Cars

Yard Storage for Rough Material

Light and Heavy Hauling

City Deliveries

Long and Short Distance Hauls

**Car Lot Distribution for Manufac-
turers and Jobbers**

Low Insurance Rates on Application

**Regular Deliveries of Merchandise between
New York, Newark and Phila.**

NEWARK, N. J.
KEARNY, N. J.



Many users of Shupe Terminal are being able to show an increase in Eastern Sales these days as a result of their ability to deliver promptly in spite of the diversion of cars to the grain movement.

They anticipated more or less of a car shortage and stored quantities of merchandise with us. And so we are

able to relieve them of all service worries, delivery promptly by truck to close-by points, by rail or boat to more distant points.

Service cuts a big figure in the great Eastern Markets. Let us tell you how, by helping you render better service, we can help you win more sales in the East.

LOW RATES

You'll Be Surprised at the Low Rates
We Charge for the Service We Render

SHUPE TERMINAL CORPORATION

Located at Lincoln Highway and Jacobus Ave.

SO. KEARNY, N. J.

MAIL ADDRESS, POST OFFICE BOX 494, NEWARK, N. J.

NEWARK, N. J.

JOS. J. KROEGER

Tel. Market 7372

Storage—Fireproof or Non-Fireproof
Motor Trucks for Long Distance Moving
473-479 Twelfth Ave.

NEWARK, N. J.

**Lehigh Warehouse &
Transportation Co., Inc.**

118 Frelinghuysen Ave., Newark, N. J.

Storage and Distribution of
General Merchandise

Lehigh Valley Siding

Motor Trucks for Local and Long
Distance Work.

Members: American Warehousemen's Ass'n

NEWARK, N. J.

New Jersey Warehouse Company, Inc.

237-239 Ridgewood Ave.

322-24 Badger Ave.

General Merchandise Only.

Pool Car Distribution.

Direct Penna. R. R. Siding

Modern Constructed Warehouse

NEWARK-HARRISON, N. J.

Security Storage Warehouse

412-20 Harrison Ave.

John O'Connor, Prop.

MERCHANDISE WAREHOUSING
AND DISTRIBUTION
HOUSEHOLD GOODS
WAREHOUSE

Members A. W. A. and N. F. W. A.

PASSAIC, N. J.

HANLONS STORAGE WAREHOUSES

Absolutely Fireproof

191-93 JEFFERSON STREET

STORAGE, PACKING, SHIPPING, VAULTS

Covering Clifton, Garfield, Nutley, Wallington, Lakeview,
Delawanna and Rutherford, N. J.

If Your City Isn't
Represented Here

Put it on the shippers' map by
inserting your card in this space.

PATERSON, N. J.

The Safety Storage Co.

Two Modern Fireproof Warehouses
for Storage of Household Goods and
Merchandise

Carload Distribution

MOVING SHIPPING PACKING

MOTOR TRUCK SERVICE

Peter J. Christie, Manager

Principal Office:

41-43 Governor St., Paterson, N. J.
Telephone 2288 Paterson



SO. ORANGE, N. J.

J. H. RIMBACK, Jr., Prop.

South Orange Storage Co.

Serving the Oranges and Maplewood

Moving, Packing, Shipping, Motor Equipment

Office and Warehouse: 9-11 S. Orange Ave., W.

Members: National F. W. A., N. J. F. W. A.

TRENTON, N. J.

Anchor Warehouse Co.

Trenton, N. J.

COMMERCIAL STORAGE
and
DISTRIBUTION

Trenton is an ideal car break point for the
Metropolitan district

Private Railroad Siding, Penna. R.R. and
Phila.-Reading R.R.

We store, reship and deliver all classes of
merchandise.

Low Insurance Rates

PROMPT AND CAREFUL SERVICE.

The Men Who Distribute

Illinois Seeds

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

TRENTON, N. J.

Jefferson Safety Storage Warehouse Co.

TRENTON, N. J.

Warehousemen and Distributors

Central location; private siding from P. R. R.; adequate space; fully protected by sprinkler system; city and suburban deliveries.

MAY WE SERVE YOU?

TRENTON, N. J.

Petry Express & Storage Co.

(INCORPORATED)

STORAGE WAREHOUSES
MERCHANDISE and HOUSEHOLD GOODS
MOVERS—PACKERS—SHIPPERS
MOTOR VAN SERVICE

Carloads Distributed. Manufacturers' Distributors.
Members—A. W. A.—N. F. W. A.

ALBANY, N. Y.

ALBANY TERMINAL WAREHOUSE CO.

Office, 10 Tivoli Street

Member American Chain Warehouses.

Our warehouse was built for and always used for warehouse purposes. Direct truck connections with all RRs.

ALBANY, N. Y.

ROBERTS TERMINAL WAREHOUSE CO.

Dongan Avenue, Fourth Avenue and Plum Street
Established 1909
Private Railroad Siding All Railroad Connections
General Warehousing — Pool Car Distribution
Yard Storage

ALBANY, N. Y.

SECURITY STORAGE & WAREHOUSE CO., INC.

Jas. G. Perkins, Custom House Broker
1 DEAN STREET
Storage, Transferring and Forwarding
Direct Track Facilities Pool Car Distribution

AUBURN, N. Y.

AUBURN DRAYING COMPANY

(Incorporated)
JAMES A. WILSON, Pres. FRANK A. WEEKS, Sec. Treas.

Offices: N. Y. C. R. R. and Lehigh Valley R. R. Freight Station
DIRECT RAILROAD SIDING

Pool Car and Local Distribution of Merchandise, Storage, Packing, and Shipping of Household Goods, Long Distance Moving. Special Equipment for Heavy Hauling and Rigging.

BINGHAMTON, N. Y.

BINGHAMTON WAREHOUSE and SUPPLY Co.

Storage and Distribution

New, brick, specially built Warehouse; the only storage Warehouse building in Binghamton built purposely for that business.

Free switching over Delaware, Lackawanna & Western, Erie and Delaware & Hudson railroads.

WE SOLICIT YOUR INQUIRIES

References:
Financial and other agencies and any Bank in Binghamton.

BINGHAMTON WAREHOUSE & SUPPLY CO.
83 Prospect Ave., Binghamton, N. Y.
Telephone 3281

BINGHAMTON, N. Y.

HOWARD & CONLON

DISTRIBUTORS AND FORWARDERS

Located in the center of the business district enables us to give prompt service to jobbers of merchandise.

OFFICE AND WAREHOUSE
217 State Street Binghamton, N. Y.

BINGHAMTON, N. Y.

Member Chamber of Commerce

JOHN B. SOUTHEE

STORAGE WAREHOUSE AND VAN OFFICE
MOVING AND TRUCKING OF ALL KINDS
178 STATE STREET

Office Phone 1366
House Phone 1799

Residence
60 Moeller St.

BROOKLYN, N. Y.

Our 29th Year

Chas. E. Bowman Co.

Modern Storage Warehouses

Storage—Household Removals
Packers and Shippers

Consign your Brooklyn Shipments
in our care—Wallabout Terminal.
We make prompt collections and remit upon receipt of Bill of Lading.

468-470-472 Pulaski Street
Brooklyn, New York

Member of National Furniture Warehousemen's Association
Member of N. Y. Furniture Warehousemen's Association
Member of Van Owners Association of Greater New York

BROOKLYN, N. Y.



We make a specialty of handling shipments from correspondents. Call on us at any time for any class of work. Our fleet of electric and gasoline vans for city and out-of-town removals will give you the best of service.

When you have collections that you want handled carefully and quickly, give us the order.

Our strictly fireproof building is ideally equipped for storage of household goods and valuables. We pack goods for shipment. If you need any special service, ask us.

THE EAGLE
Warehouse and Storage Company

28 to 44 Fulton Street, Brooklyn, New York

Telephone 5560 Main

BROOKLYN, N. Y.

Fulton Storage
Warehouse Co.

1907-1913 Fulton Street and
55 and 57 McDougal Street

Brooklyn, N. Y.

Geo. Burghardt, Mgr.

BROOKLYN, N. Y.

Established 1890

When Shipping Your Household
Goods

To or From Brooklyn
Have It Done Right—And Right Means By

HARRAGAN'S

Storage Warehouse, Inc.

Storing—Packing—Moving—Shipping

244-246 Havemeyer Street Brooklyn, N. Y.

Mark Goods in Our Care, Eastern Dis-
trict Terminal, Brooklyn

POOL CARS DISTRIBUTED

BROOKLYN, N. Y.

In the Heart of Brooklyn

HORSTMANN
WAREHOUSE CO. INC.

16-18 Waverly Ave., }
WALLABOUT TERMINAL, } BROOKLYN, N. Y.

STORAGE FOOD PRODUCTS
AND GENERAL MERCHANDISE

Centrally located for the jobbing trade

Carload or less carload shipments direct to Warehouse and delivered
from inventory to all points at flat rates.

Efficient Service.

Motor Service.

BROOKLYN, N. Y.

Over 32 Years in Present Location

Consign your Brooklyn and Long Island
shipments to us. Convenient to all terminals.

LEXINGTON
STORAGE & WAREHOUSE CO., Inc.

Office: 25-27 Lexington Ave., Brooklyn

LONG DISTANCE MOVING OUR SPECIALTY
FLEET OF PIERCE ARROW TRUCKS

R. W. SANDIFORD, Pres.
F. L. CORWIN, Treas.
E. E. CAIRNS, Sec. & Mgr.

COLLECTIONS MADE
AND REMITTANCE
PROMPTLY FORWARDED

BROOKLYN, N. Y.

ESTABLISHED 1892

Reliable Service Our Motto

Gustav A. Olson & Co., Inc.

303-307-314-318 Bergen Street, Brooklyn, N. Y.

Crating, packing and shipping of Furni-
ture and Household Goods, Pianos,
China, Bric-a-Brac by experienced men.

Storage of Household Goods in Separate
Rooms. Moving, Local and Long Dis-
tance, by our fleet of five enclosed and
padded motor vans operated by men who
know how to handle furniture.

Consign your shipment in our care marked Baltic Terminal.
Prompt Collections and Remittances

BROOKLYN, N. Y.

Cable Address, *Jenkinis*
Western Union

Long Distance Phones
3100-3101-3102 Lafayette



ABSOLUTELY FIREPROOF

Long Island Storage Warehouses

Nostrand and Gates Avenues
BRANCH WAREHOUSES

881-891 Park Avenue

781-789 Kent Avenue

To save delay in consignments for delivery to any part of New York City or Brooklyn, mark goods in our care to "Eastern District Terminal, Brooklyn." This is the center of Greater New York—no delay due to congestion.

Try shipping this way. We know

BROOKLYN, N. Y.

Established 1889

Chas. D. Strang's Montauk Storage Company

187-199 So. PORTLAND AVE.

178-180 So. PORTLAND AVE.

Fireproof Branch: 356-360 Coney Island Ave.

Send your shipments to Brooklyn in my care.
Both your customers and yourself will receive
prompt, careful and courteous attention.

Storage, Moving, Packing and
Shipping of Household Goods.

N. Y. F. W. A.

I. F. W. A.

S. F. W. A.

BROOKLYN, N. Y.

William H. Strang Warehouses

Established 1875

900-910 ATLANTIC AVENUE

1287-1295 ATLANTIC AVENUE

**Packing, Shipping, Moving
and Storage of Household Goods**

N. Y. F. W. A.

BROOKLYN, N. Y.

JOHN E. CASSIDY, *Treas.*

Nineteenth Street Storage Warehouse

Incorporated

Nineteenth St. and Eighth Ave.
Brooklyn

Storage for Household Goods
and Merchandise, Packing and
Shipping, Motor Vans.

We are convenient to all rail-
roads at Bush Terminal Sta-
tion for deliveries to Bay Ridge,
South Brooklyn, Flatbush and
Prospect Park Sections. Con-
signments to these points can
be handled economically by us.

Members N. F. W. A. and N. Y. F. W. A.

BROOKLYN, N. Y.

ALBERT HARTOG,
Manager

Sunlight Fireproof Storage Warehouse Co., Inc.

Our Motto: Efficiency, Service, Safety

PRIVATE ROOMS

Fireproof Warehouse:
Entire Block Classon Avenue, Atlantic Avenue
and Pacific Street

Office: 1050 Atlantic Avenue

BUFFALO, N. Y.

ESTABLISHED 1903

AMERICAN HOUSEHOLD STORAGE CO.

297-303 NIAGARA STREET

Moving, Packing, Storage of
Household Goods

Fireproof and non-fireproof warehouses convenient to railroads.

N. F. W. A.

A. W. A.

BUFFALO, N. Y.

**BUFFALO
STORAGE & CARTING COMPANY**
STORAGE, TRANSFER AND
FORWARDING

Warehouse on New York Central Tracks

BUFFALO, N. Y.

COLD SPRING STORAGE CO., Inc.

JOSEPH W. POWELL, PRES.

1440 MAIN ST.

FIREPROOF and NON-FIREPROOF WAREHOUSES

MEMBER A.W.A.—N.F.W.A.

BUFFALO, N. Y.

Fred F. Dye Fireproof Warehouse, Inc.

1661-1669 Main St.

OUR WAREHOUSES ALL FIREPROOF
MOVING—PACKING—STORING—SHIPPING
HOUSEHOLD GOODS EXCLUSIVELY

BUFFALO, N. Y.

O. J. GLENN & SONEverything in the Line of Moving,
Carting, Packing, Storage

OFFICE: 204 TERRACE STREET

BUFFALO, N. Y.

—AND DETROIT

LEONARDWAREHOUSES, INC., 93 FRONT AVE.
STORAGE FOR HOUSEHOLD EFFECTS

BUFFALO, N. Y.

Monarch Storage & Warehouse Co., Inc.
"SERVICE"In distribution of goods for National Merchandisers.
286-308 Elm St., Buffalo, N. Y.

BUFFALO, N. Y.

FOR BUFFALO SHIPMENTS of
HOUSEHOLD GOODS
OR MERCHANDISE*We have the facilities, equipment and
experience to render what you desire.***SERVICE**We handle pool car shipments of household goods or merchandise,
city deliveries and interurban distribution.

Private side track on Erie Railroad

QUEEN CITY WAREHOUSE CORP.
25 HARDWOOD PLACE, BUFFALO, N. Y.

CORONA, L. I., N. Y.

LENIHAN'S CORONA WHSE., Inc.

Office: Alburtis Ave. cor. Sackett

Queens Borough Consignments—serving principally Woodside, Winfield,
Elmhurst, Flushing, Broadway, Bayside and Long Island City.Consign all l. c. l. shipments and c. l. shipments to the different
localities designated and send B./L. to us at Corona.

ELMIRA, N. Y.

WE SHIP SUDDENLocated Main Line—D. L. & W. R. R. and
Erie, Pa., L. V. railroads.

DISTRIBUTING AND WAREHOUSING

Best Warehouse in the Southern Tier.
Low insurance.Reference: Second National Bank,
Chemung Canal Trust Co.
and many mercantile houses.**JOSEPH BIMBERG SONS**

Elmira, N. Y.

ELMIRA, N. Y.

**We Offer the Most Complete
Service in Elmira and
Vicinity**

Service Our Middle Name

BEST DISTRIBUTING POINT
in Western New York and PennsylvaniaThree Warehouses, 75,000 square feet
floor space, can accommodate 150 cars
of merchandise.Free switching privileges, D., L. & W.,
Erie, Penna. and L. V. Railroads.
Switch enters building; can load and
unload under cover.General Merchandise and Storage. For-
warding and Transferring a Specialty.
Competent help in office and warehouse.We can be used as a branch house at no
extra expense.

We do our own trucking.

**ELMIRA
STORAGE AND SALES
COMPANY**FAR ROCKAWAY } N. Y.
LONG ISLAND }**John Winklers Sons, Inc.**

1518-1522 Far Rockaway Boulevard

Our Service Extends to **Household Goods**
Arverne **Shipments**
Rockaway Beach **Exclusively**
Lawrence
Cedarhurst
WoodmereLynbrook
Hewlett
Rockville CentreMembers of N. Y. F. W. A.
N. F. W. A.
Van Owners' Assoc.
of Greater N. Y.

FLUSHING, N. Y.

**Blackham Storage & Trucking Co.
INC.**

We do a general storage, moving, carting and packing business covering Flushing and Long Island. Try our service, you'll like it.

OFFICE: 43-45 BROADWAY, FLUSHING, NEW YORK

FOREST HILLS, N. Y.

Forest Hills Storage Warehouse

Austin & Herrick Sts.

STORAGE SHIPPING OF

HOUSEHOLD GOODS EXCLUSIVELY

Forest Hills, Elmhurst, Kew, Richmond Hill and Jamaica

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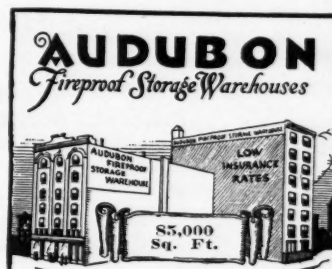
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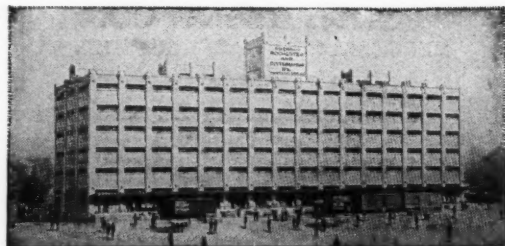
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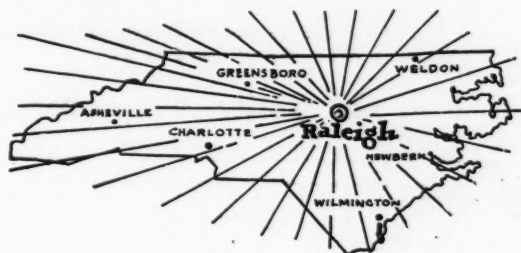
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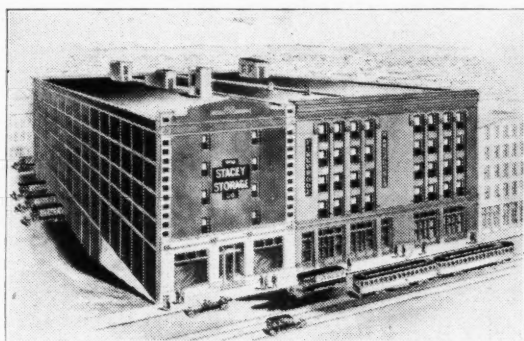
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This long record of service rendered with satisfaction is a
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 and consult the Shippers' Index

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**CLEVELAND
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Established 1884

Offices: Guardian Building

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Pool Cars for Distribution
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HOUSEHOLD STORAGE

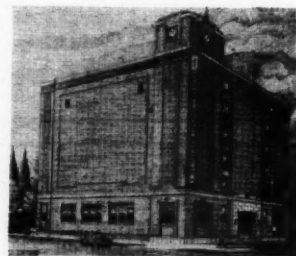
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MERCANTILE STORAGE AND DISTRIBUTION

**LEDERER TERMINAL
WAREHOUSE COMPANY**



The Men Who Distribute

Frost Insecticide

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

CLEVELAND, OHIO

**THE LIBERTY
CARTAGE CO.**

422-4 FRANKFORT AVE.

CLEVELAND, OHIO

MERCANTILE STORAGE

CARLOAD

CONSOLIDATING

DISTRIBUTING

FORWARDING

FREIGHT HANDLERS

CITY DELIVERIES

AFFILIATIONS

PENNOYER FREIGHT SERVICE

MEMBER

American Warehousemen's Assn.

National Team & Motor Truck Owners' Ass'n.

CLEVELAND, OHIO

ANNOUNCEMENT

Mr. Mead Redhead, the organizer and for the past eight years
President and Manager of The Redhead Storage Company, has
severed his connection with the old company and announces the
formation of his new Storage Company.

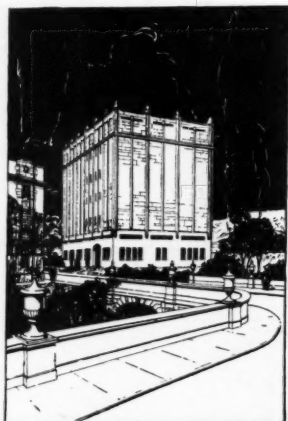
THE MEAD REDHEAD COMPANY

Storing, Moving, Packing, Shipping

1108 East 123rd Street

Every service in Storing, Moving, Packing and Shipping will be
available and the same supervision and courteous attention given
at the new location.

CLEVELAND, OHIO



"Blue Rock,"
the new warehouse
unit of The
Lincoln Storage
Co., now building.



Our warehouses are located almost exactly at Cleveland's population center.

This makes it possible for us to serve all parts of Cleveland and vicinity with equal advantage.

THE LINCOLN STORAGE CO.
5700 Euclid Ave., Cleveland. Established 1905

Geo. A. Rutherford, Pres.
W. R. Thomas, Vice-Pres. W. H. Turner, Sec. & Treas.
Member N. F. W. A., A. W. A., and C. F. W. A.

CLEVELAND, OHIO

**THE
SCOTT BROS.**
Fireproof Storage Co.

1838-40 East 55th Street



Member

Cleveland Furniture Warehousemen's Ass'n
National Furniture Warehousemen's Ass'n

CLEVELAND, OHIO

**THE
NEAL**

**Fireproof
Storage Co.**

Welcomes shipments from out-of-town warehousemen.

Our organization is both willing and able to serve your customers and you in this connection.

Our equipment, desirable storage space and the many service features which make

Neal Service

so distinctive, are always at your command—ready for you to utilize them in behalf of your patrons, shipping into Cleveland territory.

Your interests will be served and protected throughout.

Correspondence addressed to

A. W. NEAL, Pres.
C. J. NEAL, Vice-Pres. and Treas.
or W. R. KISSICK, Sec'y.

will always receive immediate and personal attention.

Readhead Division Main Offices
11607 Euclid Ave. 7208-7216 Euclid Ave.

CLEVELAND

Members

[Cleveland Furniture Warehousemen's Ass'n
National Furniture Warehousemen's Ass'n]

CLEVELAND, OHIO

The Ninth Street Terminal Warehouse Company

1200 West 9th St., Cleveland, Ohio



OHIO'S LARGEST WAREHOUSE

3,500,000 Cubic Feet GENERAL STORAGE

1,500,000 Cubic Feet COLD STORAGE

We have a 63-car railroad track capacity.

We have a new fireproof, sprinklered building.

We are centrally located in the down-town district.

We have storage-in-transit privileges.

The Big Four Railroad has its office and freight house with us.

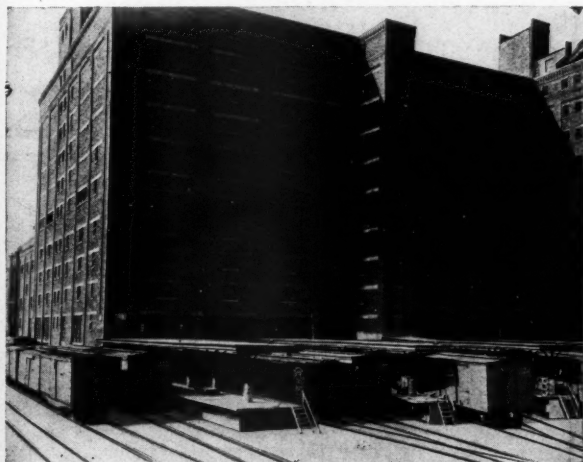
We have free switching from all other railroads.

We do a merchandising, distributing and pool car business.

We have offices available for brokers, manufacturers' agents or branch managers.

Wholesalers and manufacturers store with us.

We have low insurance rates.



WM. J. HOGAN
President and Gen'l Manager



A. B. EFROYMSON
General Superintendent

CLEVELAND, OHIO

New Fireproof
Warehouse
14441
Euclid Ave.



THE
WINDERMERE
Transfer & Moving Co.

CONVENIENTLY LOCATED FOR
EAST CLEVELAND AND
CLEVELAND HEIGHTS SHIPMENTS

[Member Cleveland Furniture Warehousemen's Ass'n.
National Furniture Warehousemen's Ass'n.]

COLUMBUS, OHIO

The W. Lee Cotter
Warehouse Co.

Operating the
COLUMBUS
TERMINAL WAREHOUSES
(seven of them)

FIREPROOF AND
NON-FIREPROOF

MERCHANDISE STORAGE
AND DISTRIBUTION



Save 35% to 50% by
shipping in car lots

COLUMBUS, OHIO

Safety First

The Fireproof
Warehouse & Storage Company
1018-30 North High Street
Columbus, Ohio

TRANSFERRING — STORING — PACKING

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

Motor Truck Service

Vaults for Valuables

Private Rooms

COLUMBUS, OHIO

The Merchandise Storage Company
Columbus, Ohio
General Storage & Distribution
SERVICE THAT WILL SATISFY

DAYTON, OHIO

THE LINCOLN STORAGE CO.
"Fireproof" Member N. F. W. A.
Big 4 Private Siding
313-315 EAST FIRST STREET
A. B. Compton, Vice-President and General Manager

DAYTON, OHIO

THE UNION STORAGE CO.

U. S. BONDED
BAINBRIDGE, BACON & STATE STREETS
MERCHANDISE STORAGE TRANSFER DISTRIBUTION

LAKEWOOD, OHIO

THE
Lakewood Fireproof Storage Co.
14401 Detroit Ave.
LAKEWOOD OHIO CLEVELAND

We solicit your shipments to
Lakewood and west side of Cleveland.

LIMA, OHIO

POOL CAR DISTRIBUTORS
EAGY TRUCK AND STORAGE
320-322 NORTH CENTRAL AVENUE
General Trucking, Rigging, Long Distance Moving,
Storage and Vans
PHONE MAIN 2548 LIMA, OHIO

The Men Who Distribute

Union Matches

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

MANSFIELD, OHIO

The Cotter Transfer & Storage Co.

Operating Five Fireproof
and Non-Fireproof Warehouses

in

MANSFIELD, OHIO

THE TRUNK-LINE CITY

*Furniture and Merchandise Storage
and Distribution*

Motor Trucks
Heavy Hauling



SPRINGFIELD, OHIO

Bill All Shipments for Springfield, O.

to

WAGNER

FIREPROOF STORAGE & TRUCK CO.

We Give You SERVICE

Siding on Pennsylvania
Lines. Complete facilities
for distribution of Pool
Car Shipments.

Moving—Packing—Shipping.
Storing of Household Goods and
Merchandise.

MARION, OHIO

MERCHANTS Transfer Company

160 McWILLIAMS COURT, MARION, OHIO

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods, Automobiles and Machinery. Packing and Shipping. Private Siding New York Central Lines.

MEMBER N. F. W. A.

SPRINGFIELD, OHIO

The Citizens Transfer and Storage Co.

LOWRY AVE. AND BIG FOUR R. R.

Storage of Merchandise and Household Goods
Forwarders and Distributors
Motor Truck Service

W. A. HANCE W. P. BYERMAN
Private siding on C. C. O. St. L. R. R.

TOLEDO, OHIO

DREW DOES IT

H. L. Drew Cartage and Storage Co.

Merchandise and household goods storage.
Moving, Packing, Crating and Shipping

439 Huron St., Toledo, Ohio

TOLEDO, OHIO

"Ship to Toledo and Consign to Depenthal"

We are specialists in furniture packing, local and long distance furniture hauling.

Storage for general merchandise and household goods.

Connections with all railroads entering the city.

Private siding on the B. & O.

Member of National Furniture Warehousemen's Association.



Depenthal Truck & Storage Co.

Main Office

108 Summit Street, Toledo, Ohio

TOLEDO, OHIO

THE GENERAL FIREPROOF STORAGE CO.

651-655 STATE STREET

Household Goods Exclusively

Members: The National Furniture Warehousemen's Ass'n
American Warehouse Association

The Men Who Distribute

Crystal Domino Sugar

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

TOLEDO, OHIO

HOUSEHOLD GOODS EXCLUSIVELY

Established 1894

The H. C. Lee & Sons Co.

TOLEDO'S LEADING MOVERS

STORAGE

MEMBER N. F. W. A. Toledo, Ohio

TOLEDO, OHIO

Let "RATHBUN" Do It
THE RATHBUN CARTAGE CO.

195 and 197 So. St. Clair St.

Equipment Up to 20 Tons Capacity

*Storage of Household Goods, Pianos and
 Merchandise*

Members Nat'l F. W. Asso.

TOLEDO, OHIO

THE TOLEDO**MERCHANTS' DELIVERY COMPANY**

215 SO. ST. CLAIR ST.

AUTO SERVICE—FIREPROOF STORAGE

Local and long distance hauling

Household Goods and Automobiles Moved, Packed, Shipped and Stored. Safes, Boilers, Machinery and Smokestacks Moved.

100% SERVICE

Reference: Second National Bank, or any bank in Toledo

TOLEDO, OHIO

The Toledo Terminal Warehouse Co.

928-930 GEORGE STREET

TOLEDO, OHIO

STORAGE OF MERCHANDISE

Special Attention to Pool Car Distribution

ZANESVILLE, OHIO

ALBERT ADAMS**STORAGE AND TRANSFER CO.**

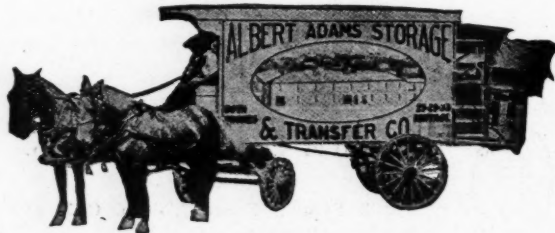
25-29-33 Ninth St.

Merchandise and Household Goods

Manufacturers' Distributors

Carload Distribution

50,000 Square Feet of Floor Space



CLINTON, OKLA.

CHURCH WAREHOUSE & TRANSFER CO., Clinton, Okla.**DISTRIBUTORS FOR WESTERN OKLAHOMA**

Junction point St. L. & S. F., C. R. I. & P., K. C. M. & O., C. & O. W. Railroads.

Only Brick Warehouse in Western Oklahoma

Storage and distribution of Merchandise and Pool Cars given special attention.

Member American Warehousemen's Association

MUSKOGEE, OKLA.

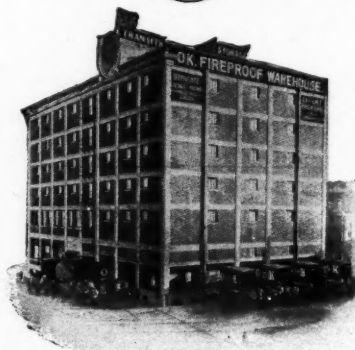
Muskogee Transfer & Storage Co.**2—Fireproof Warehouses**

Merchandise and Household Goods

Stored—Pool Cars Distributed

Railroad Siding.

OKLAHOMA CITY, OKLA.

WEICKER**O.K. TRANSFER & STORAGE CO.**

A. C. WEICKER, President

General Warehousing and Distribution

Members—Central Warehousemen's Club, American Chain Warehouses, American Warehousemen's Ass'n, National Furniture Warehousemen's Ass'n.

Write for freight tariff to all points in Oklahoma City territory.

OKMULGEE, OKLA.

HAL GRIFFIN, THE TRANSFER MAN**Hauling, Storing and Shipping****Distribution Service**

West Third between Frisco and Okmulgee Northern R. R.

TULSA, OKLA.

Joe Hodges Fireproof Warehouse**Moving—Packing—Storage**

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad.

Best Service Obtainable.

TULSA, OKLA.

Tulsa Storage & Transfer Co.**Fireproof Warehouse**

Pooled car distributors—private siding "Frisco" merchandise and H. H. Goods—6 railroads into Tulsa—A. T. & S. F., Frisco, M. V., M. K. & T., O. U. R. & S. S.

PORTLAND, ORE.

**General Warehousing
Storage-Distribution****Portland
Oregon***Logical distributing point
of the
Pacific Northwest Territory*

PORTLAND, ORE.

B E K I N S
FIREPROOF STORAGE*Distributors***Northwest Shipments Promptly Handled****PORTLAND, ORE.**
Sixteenth and Sandy Blvd.**SEATTLE, WASH.**
Madison at Twelfth

PORTLAND, ORE.

G. W. CUMMINGS
PresidentJ. H. CUMMINGS
Secretary**Northwestern Transfer Co.**Incorporated 1888
STORAGE - DISTRIBUTION - HAULING
Free Trackage All Railroads
We Make a Specialty of Distributing Pool Cars
Office, 64 Front Street

PORTLAND, ORE.

Oregon Auto Despatch*Established 1904***DRAYAGE AND STORAGE****Distribution Cars a Specialty****30,000 Feet Warehouse Space****Financial Responsibility****Complete Equipment****Office and Warehouse:**
200 NORTH 13th STREET

The Men Who Distribute

"Necco Sweets"Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

PORTLAND, ORE.

Mr. Traffic Manager:

There is a pivotal point below which it is more economical to use a Public Warehouse than to have your own warehouse; to have two or more distributing centers for a certain territory than to depend upon one only.

Generally speaking, the Pacific Coast has at least two distributing centers. PORTLAND is the economical one for the Pacific Northwest. We have 255,000 square feet of warehouse space in four (4) warehouses on terminal tracks and up-to-date distributing equipment; or we make distribution direct from cars.

OREGON TRANSFER COMPANY

474 GLISAN ST.

PORTLAND

OREGON

ALLENTOWN, PA.

Hummel Warehouse Company

728-40 N. 15th Street

Pool Car Distribution and Forwarding.
Transfer. Storage. Railroad Siding.

Mark all shipments Lehigh Valley R. R. Delivery.

BETHLEHEM, PA.

ALLENTOWN, PA.

F. G. LAZARUS
20th Century StorageMoving, Storing, Packing, Crating, Shipping
of Household Goods Only

Direct R. R. Siding Lehigh Valley, C. R. R. of N. J.

CHESTER, PA.

Headley's
Express & Storage Co., Inc.General Storage
Merchandise and Household Goods
Moving, Packing and Shipping

The Men Who Distribute

Firestone TiresRead **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

ERIE, PA.

ERIE

STORAGE & CARTING COMPANY

1502 Sassafras Street

Members of A. W. A.,
I. F. W. A., N. Y. F. W. A.,
Am. Chain &
Rotary Club



Warehouse in the center of the city, with trackage from N. Y. Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of household goods and merchandise. Branch house service for manufacturers.

ERIE, PA.

ERIE WAREHOUSE COMPANY

A Complete and Efficient Service
Mercantile Storage
Pool Car Distribution

CENTRAL LOCATION
AMPLE WAREHOUSE AND
TEAM TRackage

OUR OWN MOTOR TRUCK FLEET

ERIE, PA.

LAKE AND RAIL

Our downtown warehouse is a modern building, fireproofed, commodious, and located in the heart of Erie's wholesale district, readily accessible to your local trade.

Our docks extend 1000 feet into one of the best harbors on the Great Lakes and have storage facilities for 800 carloads.

These unexcelled facilities make Erie and the Fort Erie Warehouses the logical place and means for rapid, convenient, profitable distribution by discriminating shippers.

Fort Erie Warehouses & Docks
Erie, Pa.

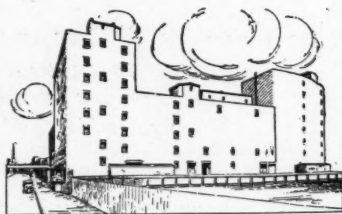
J. M. Dunkle, Resident Manager



HARRISBURG, PA.

POOL CARS

Efficiently Handled



Merchandise and Household Goods Storage

HARRISBURG STORAGE CO.

P. R. R. Sidings.

HARRISBURG, PA.

HARRISBURG, PA.

The Heart of Distribution



Carloads spotted at our doors are broken into LCL shipments via any steam line, without carting charges. There is a big saving for distributors in this feature. Trackage for twenty-four cars. Lowest insurance rates.

We are located at the very heart of one of the richest and most populous markets in the country. Get your goods into this market economically through our facilities.

Keystone Warehouse
Harrisburg, Pa.

W. C. Wirth, Resident Manager

HARRISBURG, PA.

MONTGOMERY & CO.

STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding

Direct Track Facilities

Pool Car Distribution

Members A. W. A. and American Chain of Warehouses

LANCASTER, PA.

KEYSTONE STORAGE COMPANY

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE

Siding on P. R. R. and P. & R.

LANCASTER, PA.

Lancaster Storage Co.

Lancaster, Pa.

Merchandise Storage, Household Goods, Transferring, Forwarding

Manufacturer's Distributors, Carload Distribution
Local and Long Distance Moving
Railroad Sidings

OIL CITY, PA.

CARNAHAN

TRANSFER & STORAGE COMPANY

R. C. LAY, Proprietor

Piano Moving a Specialty

Distributing and Forwarding Agents; Packing
Fireproof Warehouse

PHILADELPHIA, PA.

American Storage & Express Co.

215 South Tenth Street, Philadelphia, Pa.

Storage—Moving—Packing

Shipping

Auto Service

Storage

For General Merchandise

Heavy Machinery

PHILADELPHIA, PA.

HARVEY J. LUTZ MILTON A. HILDENBRAND
HILDENBRAND BROS.
 STORAGE, PACKING, MOVING
 Broad and Cumberland Streets, Philadelphia, Pa.
Large fleet of Packard motor vans.

PHILADELPHIA, PA.

WHERE SERVICE SURROUNDS AND
 SAFETY ABOUNDS



North Philadelphia Storage Co. 2033 Lehigh Ave.

PHILADELPHIA, PA.

Penn Storage & Van Co.
 2136 MARKET STREET

PHILADELPHIA, PA.

Philadelphia
LOCAL BUSINESS

1004-1026 Spring Garden Street

Manufacturing Distributors
 Philadelphia, Germantown, Chestnut Hill,
 Camden, N. J., Frankford

PHILADELPHIA, PA.

Wm. Rommel, Jr., Pres. & Genl. Manager

South Jersey Warehouse Company
 1300 Pine St., Camden, N. J.

General Merchandise Only. Warehouse Receipts Issued.
 Direct Penn. R. R. Siding. Pool Car Distribution
 Motor truck service for Philadelphia and South Jersey deliveries

The Men Who Distribute

Dennison Paper Products
 Read DISTRIBUTION & WAREHOUSING
 and consult the Shippers' Index

PHILADELPHIA, PA.

MERCHANDISE STORAGE

International Warehouse & Distributing Co., Inc.

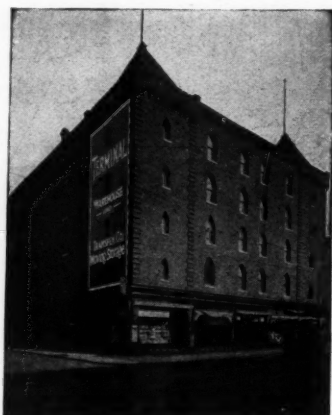
Delaware Ave., Swanson and Queen Sts.

Over twenty years at the same place.
 References: First National Bank; Mutual Trust Co.

Pool Cars a specialty. Lowest rates. Finest storage accommodations in the city. Big fleet of motor vans for prompt and efficient execution of distribution requirements. No order too large or too small for our modern complete plant and equipment.

Penna. R. R. Siding. Adjacent to all leading steamship lines and wharves. Consign shipment to yourself, "c/o this company via P. R. R., Washington Ave. Wharf, private siding."

PHILADELPHIA, PA.



Columbia Avenue Warehouse
1511-1519
Household Goods Exclusively
Motor Equipment
Moving—Packing—Shipping

TERMINAL WAREHOUSE AND TRANSFER CO.

Green Street and
Delaware Avenue
PHILADELPHIA



Delaware Ave. and Green St.
Warehouse
Water Front
Pool Car Shipments
Manufacturers' Distributing

9 Warehouses—16 Acres of Floor Space—Trackage Facilities
for 17 Cars

Large Organization. Competent Office Warehouse Staff
Members American Warehousemen's Association—American Chain of Warehouses

PHILADELPHIA, PA.



MANUFACTURERS'
DISTRIBUTORS

Direct delivery service throughout Philadelphia
and Camden :: Correspondence solicited

Address
Office—5th and Byron Streets
CAMDEN, N. J.

PITTSBURGH, PA.

In
PITTSBURGH

It's

BLANK'S
Transfer & Storage Co.

Since 1880

MOVING—PACKING—STORAGE
BAGGAGE AND FREIGHT DELIVERY

FIREPROOF WAREHOUSE

REAL SERVICE

PITTSBURGH, PA.

BELMAR
MOVING & STORAGE CO.

OFFICE AND WAREHOUSE
Homewood Ave. and P. R. R.
Pittsburgh, Pa.

We pay commission on all work secured
through our correspondents and guarantee sat-
isfaction to your customers.

PITTSBURGH, PA.

**Duquesne's Offer:
Certain Satisfaction**

To the firm selling to wholesalers and retailers we offer quick distribution to two million consumers. Large consignments reach us at carload rates and are reshipped L. C. L. without need for or expense of trucking. One hundred cars is our track capacity; eight five-ton elevators and a careful, experienced crew of handlers assure despatch and safety.

**Duquesne Warehouse Co.
Pittsburg, Pa.**

H. A. Bietenduefel, Superintendent.



PITTSBURGH, PA.

**HASLEY BROTHERS
TRANSFER AND STORAGE**

939 So. Canal St., N. S.

MOVERS, PACKERS, SHIPPERS OF HOUSEHOLD GOODS
FIRE PROTECTED STORAGE—MEMBERS A. W. A.

PITTSBURGH, PA.

**SERVICE TO THE
CORRESPONDENT**

CONSISTS in giving the correspondence of those we represent prompt acknowledgment, safeguarding their interests, mailing checks in settlement of accounts, and furnishing final reports of transactions.

THIS service also includes an element of importance:—the handling of shipments upon arrival in a manner conducive to joint customer's approval, whose future business we are always eager to secure.

Ship via Pennsylvania to East Liberty Station, (Pittsburgh, Pa.)

Established 1889

**HAUGH & KEENAN
STORAGE AND TRANSFER CO.**
CENTRE AND EUCLID AVENUES

The Men Who Distribute

Kelly-Springfield Tires

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

PITTSBURGH, PA.

MURDOCH**STORAGE & TRANSFER COMPANY**

General Office, and Warehouses

**546 NEVILLE STREET
PITTSBURGH, PA.**

Branch Warehouse, Wilksburg, Pa.

Murdoch Means Service

PITTSBURGH, PA.

**J. O'NEIL TRANSFER
AND STORAGE**

N. S. PITTSBURGH, PENNA.

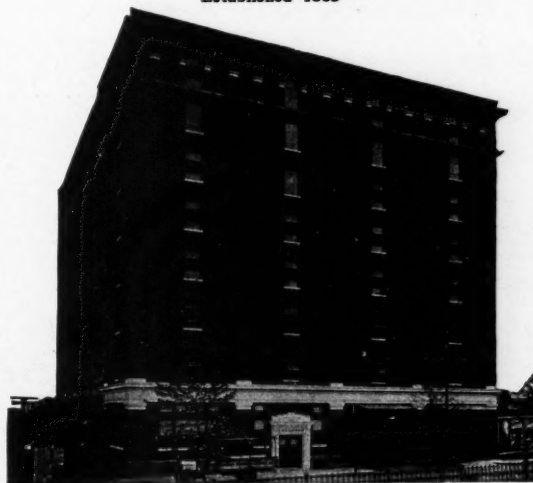
Furniture and Piano Moving a Specialty
General Hauling

NEW FIREPROOF STORAGE HOUSE
Separate Rooms

PITTSBURGH, PA.

SHANAHAN**Transfer & Storage Company**

Established 1865



CONSIGN PITTSBURGH SHIPMENTS
IMMEDIATE RETURNS ON RECEIPT OF BILL OF LADING
FIREPROOF STORAGE FOR HOUSEHOLD GOODS ONLY
ALL SEPARATE APARTMENTS

5th Ave. at McKee Place, PITTSBURGH, PA.
Center of City

PITTSBURGH, PA.

WEBER

EXPRESS & STORAGE COMPANY

GENERAL HAULING

Moving, Packing and Storing of Furniture and Pianos
4620 HENRY STREET

READING, PA.

Columbian Warehouse Company

Storage, New Merchandise Exclusively.
Modern Building, Lowest Insurance Rates.
S. W. Cor. 5th & Laurel Sts.

SCRANTON, PA.



Local & Long Distance Hauling
Manufacturers' Distributors—
Carload Distributors
R. F. POST ESTATE

SCRANTON, PA.

Established 1894.
"He Profits Most Who Serves Best" (Rotary)
The Quackenbush Warehouse Co.
Incorporated
Storing, Packing, Carting.
Shipping. R.R. Siding. Manufacturers' Distributors.
Correspondence Solicited
Members A. W. A. and A. O. W.
Storage in transit privilege accorded.

WILKES-BARRE, PA.

"Same Day Service"

MERCHANTS WAREHOUSING COMPANY

OF
Wilkes-Barre, Penna.

Warehousing, Transferring and Forwarding.
Fireproof Warehouses and Competent Staff.
Merchandise Storage and Pool cars checked.
Located in the Hub of the wholesale district.
Trackage facilities for 10 cars on L. V. and C. R. R. of N. J. sidings.
Directly opposite Pennsylvania, Lehigh Valley, C. R. R. of N. J., D. & H. freight stations.
Manufacturers' Distributors with facilities to handle large consignments.

Offices: 150-156 E. Northampton Street

WILKES-BARRE, PA.

WILKES-BARRE WAREHOUSING CO.

General Storage and Distribution
Prompt and Efficient Service
Milling-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

PROVIDENCE, R. I.

TERMINAL WAREHOUSE CO. OF RHODE ISLAND, Inc.

Allen Avenue, Foot of Oxford Street on Providence River
PROVIDENCE, RHODE ISLAND, U. S. A.

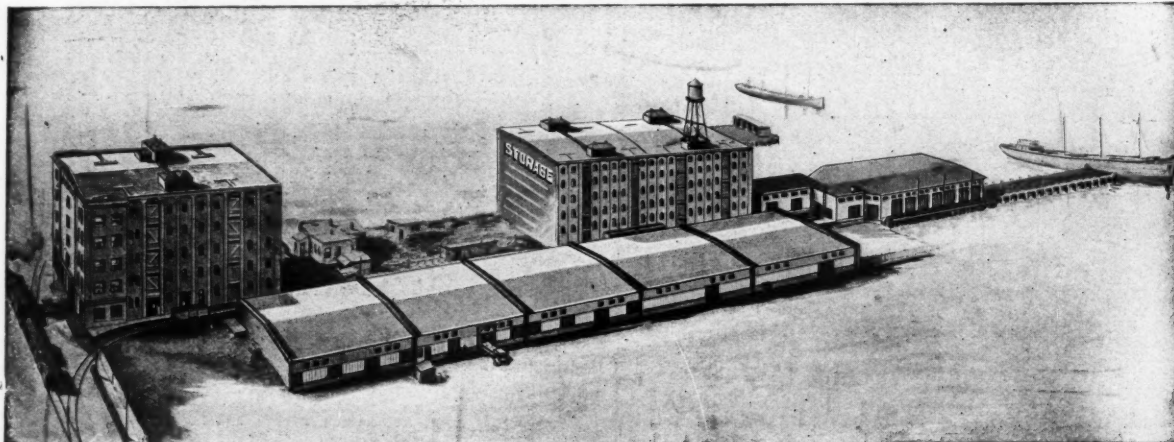
- The most modern Storage Warehouses in New England, with side track capacity for 75 cars—Also several acres of yard storage

Our Location center of the Manufacturing Industries of New England. Deliveries either by Rail or Motor Trucks from our location to most any point in New England. Lowest Insurance Rates. Direct Track Connection N. Y., N. H. & H. R. R. Shipping Directions, South Providence, Rhode Island. Good Depth of Water. Weighing, Sampling and Shipping by Experts permanently employed.

WM. M. HARRIS, JR.
Treasurer & General Mgr.

WM. A. MILLSPAUGH
Secretary

H. E. LEAVER
Superintendent



PROVIDENCE, R. I.

JAMES LE ROY FOSTER, Pres.

WALDEN WYMAN, Mgr.

*Rhode Island's Only Fireproof Warehouse***BROADWAY STORAGE CO.***Packing and Merchandise Distributors*

Merrill & Federal Streets, Providence, R. I.

ABERDEEN, S. D.**Aberdeen Storage Company**

Aberdeen, S. D.

Storage and Distributors

Pool Cars Solicited

PROVIDENCE, R. I.**CADY MOVING & STORAGE CO.**

STORAGE WAREHOUSES

Household Furniture and Pianos

Packing, Crating and Shipping.

62 to 70 Dudley Street.

WATERTOWN, S. D.

FIREPROOF

BONDED

DAKOTA WAREHOUSE CO.

Merchandise Storage and Distribution

Pool cars solicited

Private Siding

Motor Trucks

CHARLESTON, S. C.**CHARLESTON****Warehouse & Forwarding Co.**

CHARLESTON, S. C.

New three story reinforced concrete building, 100,000 square feet floor space.

Merchandise storage and distribution of pool cars.

Private tracks connecting with A.C.L., Southern, C.&W.C. and S.A.L. Rys. and all steamship lines.

The Men Who Distribute

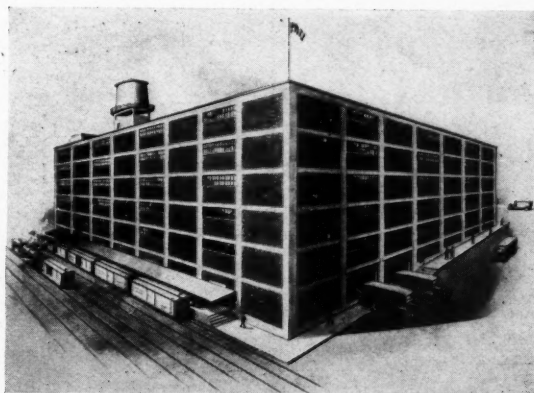
H. O. CerealRead DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index**KNOXVILLE, TENN.****C. C. SULLINS, Sales Agent**

Warehousing, Distributing and Selling

POOL CARS A SPECIALTY

KNOXVILLE, TENNESSEE

Branch at 514 Scott Street, Bristol, Tenn.

KNOXVILLE, TENN.**D. R. BENEDICT**
Manager**KNOXVILLE FIREPROOF STORAGE COMPANY**612 E. Depot Street
KNOXVILLE, TENNESSEE**Only Fireproof Warehouse in Knoxville**New building, six
stories, 135,000 square
feet.
Located on Southern
Railway tracks.The population within fifty miles of Knoxville
is 450,000. Within one hundred miles it is 1,560,-
000 and within two hundred miles 7,590,000.Storage of merchandise
and household goods.
Modern truck service.

Low Insurance

PROMPT AND EFFICIENT SERVICE

MEMPHIS, TENN.

MEMPHIS, TENN.

The South's most centrally located
Distributing Center

The Home of the World's Largest Cotton
Warehouses—operating departments
for the

STORAGE
of
General Merchandise
Automobiles
and
POOL CAR DISTRIBUTION

Lowest Rates—Insurance

Facts Concerning Our Warehouses:

- 200 Acres Concrete Warehouses.
- All on ground floor.
- Automatically sprinkled.
- Finest fire alarm system.
- Privately policed.
- Ten miles standard railroad.
- Served by ten railroads.
- Miss. Warrior Barge Line.
- Trackage facilities, 500 cars.
- Our own Fleet Motor Trucks.

An Organization of Experienced Operatives,
Permitting Unexcelled Service at All Times.

Information Gladly Furnished.

Memphis Terminal Corporation

General Offices: 15th Floor,
Central Bank Bldg.

Member: American Warehousemen's Ass'n

MEMPHIS, TENN.

Patterson Transfer Company

Established 1856. Sprinkler System.
Lowest Insurance Rate in the City.
Merchandise Storage and Distribution.
Pool Cars Distributed.

CHATTANOOGA, TENN.

**THE CHATTANOOGA
TRANSFER & STORAGE CO.**

Fireproof Warehouse

Furniture Merchandise
Packed Stored Shipped
Heavy Hauling

Motor and Horse Drawn Equipment

CHATTANOOGA, TENN.

CHATTANOOGA**Warehouse & Cold Storage Company**

Chattanooga, Tennessee

MEMBERS: A. W. A. AND AMERICAN CHAIN

Cold and General Storage

GENERAL MERCHANDISE AND HOUSEHOLD
GOODS

PACKING AND SHIPPING

Special Attention Given to Pool Car Distribution.

Fireproof Building. On Tracks N. C. & ST. L. and
W. & A. Railroads Within One Block of All Freight
Depots

Consign Your Goods in Our Care

NASHVILLE, TENN.

E. M. BOND**FIREPROOF STORAGE CO.**

HOUSEHOLD GOODS AND MERCHANDISE

Modern Fireproof Building

Private Siding With All Rail Connections.

AUSTIN, TEXAS

**RIPS TRANSFER AND
STORAGE CO.**

Moving, Packing, Shipping, Storing

Bonded Warehouse with Lowest Insurance Rate in the City
GENERAL WAREHOUSING AND DISTRIBUTION

The Men Who Distribute

Globe Soap

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

BEAUMONT, TEXAS

The Heisig Storage Company

BONDED

BEAUMONT, TEXAS

Brick building well ventilated and equipped with Automatic Fire Sprinklers. STORAGE, FORWARDING and DISTRIBUTING.

DALHART, TEXAS

A Good Distributing Point

because it is centrally located between Denver, Kansas City, Dallas and El Paso. Every accommodation warehouses can offer. We specialize on parcels post shipments, to 700 postoffices reaching half a million buyers within the second zone.

Ask us for particulars.

Tri-State Distributing Co., Dalhart, Tex.

DALLAS, TEXAS

Dallas Storage & Warehouse Co.

Send your Dallas shipments in our care.

We will protect your interests and satisfy your customer.

We give special attention to pool car distribution and solid car consignments.

60,000 square feet of fireproof storage space.

Motor trucks and team equipment.

Private siding for all railroad connections.

"We Help Ourselves by Helping Others"

If Your City Isn't Represented Here

Put it on the shippers' map by inserting your card in this space.

DALLAS, TEXAS

CARLOAD DISTRIBUTION & STORAGE

Merchandise and Household Goods

The Inter-State Forwarding Co.

Cor. Elm & Jefferson St.

The Center of the Wholesale District

120,000 Sq. Ft.

on T. & P. R. R. Capacity Unloading 12 Cars Per Day.

Maintains an organization for service in all branches of Warehousing and Distribution

W. I. FORD and R. E. EAGON

Associate Managers

EL PASO, TEXAS

60,000 Sq. Ft. Absolutely Fireproof Space for Merchandise Only

Twelve Other Warehouses for Household Goods, Etc.

Receiving
Storage
and
Distribution
of
Merchandise

Packing
Crating
Shipping
of
Household
Goods

Make Our Warehouse Your Branch House

BECAUSE

NO SWITCHING CHARGES

WE ARE BANKERS OF MERCHANDISE

WE HAVE THE LOWEST INSURANCE RATES IN EL PASO

WE HAVE A THOROUGH WAREHOUSE ORGANIZATION

WE GIVE ALL SHIPMENTS OUR PROMPT AND CAREFUL ATTENTION

EL PASO IS THE METROPOLIS OF THE GREAT SOUTHWEST AND THE GATEWAY TO MEXICO

INTERNATIONAL WAREHOUSE CO.

Member of Central Warehousemen's Club; also N. F. W. A. & A. W. A.; also Texas

EL PASO, TEXAS

R. L. Daniel Storage Co.

Box 487, 1706 Texas, 2813 Durazno Sts.

Our hobby is the crating, packing, shipping and storing of household goods. Consign your goods to us for proper attention.
Member, National Furniture Warehousemen's Assn.

EL PASO, TEXAS

El Paso Fireproof Storage Co., Inc.

ESTABLISHED 1911

75,000 Sq. Ft.—Fireproof—Bonded

STORAGE and DISTRIBUTION

Merchandise and Household Goods

Our Warehouse is in the Center of the Jobbing and Business District

"Service Guaranteed"

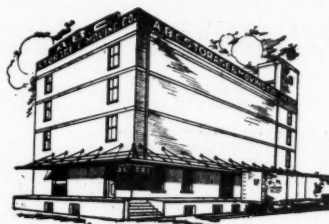
Two Blocks East of Post Office

Campbell and Mills Sts.

El Paso, Texas

Members of the National Furniture Warehousemen's Association

HOUSTON, TEXAS

A·B·C· STORAGE AND MOVING CO., Inc.

"It's Fireproof"

Houston, Texas

Right in the
Center
of
Houston

Ideal for the
DISTRIBUTION
of
MERCHANDISE

Edw. T. Keough, Gen. Mgr.

FORT WORTH, TEXAS

In
Fort Worth It's
BINYON-O'KEEFE

With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



BINYON-O'KEEFE
Fireproof Storage Co.
Fort Worth

GALVESTON, TEXAS

AMERICAN WAREHOUSE COMPANY

Merchandise Warehousing
Pool Car Distribution

The KEY to the
GREAT SOUTHWESTERN MARKET

Eastern Freight Agent, Foot of Conover St., Brooklyn, N. Y.
Tel. Henry 3385

GALVESTON, TEXAS

The WILEY & NICHOLLS CO.

GALVESTON, TEXAS

**TRANSFER AND FIRE-PROOF
WAREHOUSES**

Pool Car Distributors

Forwarders

HOUSTON, TEXAS

IN
HOUSTON

WESTHEIMER'S**FOR MERCANTILE STORAGE DISTRIBUTION**

**FIREPROOF WAREHOUSES
RAIL FACILITIES—20 CARS
ELECTRIC CRANE
YARD STORAGE**

Investment—\$300,000.00

References

Dun or Bradstreet Agency
All Local Banks
And Best of All
Forty Years in Houston

WESTHEIMER WAREHOUSE COMPANY
HOUSTON, TEXAS

HOUSTON, TEXAS

U N I O N
TRANSFER & STORAGE CO.

Successors to

Binyon O'Keefe Fireproof Storage Co.

Pool Cars Distributed

**MERCHANDISE STORAGE
FIREPROOF WAREHOUSE**

SERVICE THAT COUNTS

SAN ANTONIO, TEXAS

Established 1880

FREIGHT

AUTO SERVICE

STORAGE

**OFFICIAL DISTRIBUTORS
MERCHANTS' TRANSFER CO.**

SAFETY

COURTESY

SERVICE

SAN ANTONIO, TEXAS

Muegge-Jenull Warehouse Co.

Distributors Pool Cars for Texas and Mexico
Storage and Forwarding
Bonded Fireproof, Reliable, Dependable Service

SAN ANTONIO, TEXAS



Two Large Fireproof Warehouses

With Lowest Insurance Rates
Capacity 1,250,000 cu. ft.

Members four leading associations.

GENERAL WAREHOUSING AND DISTRIBUTION

*Write for freight tariff to all
points in San Antonio territory.*

SCOBEE FIREPROOF STORAGE COMPANY
San Antonio, Texas

TEXARKANA, TEXAS

HUNTER TRANSFER CO.

TEXARKANA, ARK.

Established 1882
DISTRIBUTOR OF

POOL CARS
TRUCKING

STORAGE
MOVING

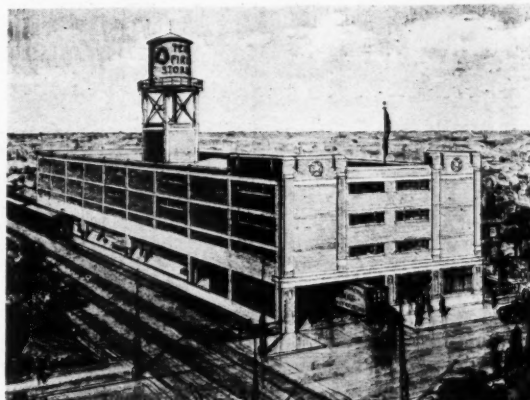
TYLER, TEXAS

Tyler Warehouse and Storage Company

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East
Texas. Specializing in Pool Cars Merchandise.

WACO, TEXAS



**DISTRIBUTE FROM WACO
TRADE CENTER OF TEXAS**

Texas Fireproof Storage Company

50,000 square feet of storage space. Only fire-
proof storage warehouse in the city.

Trackage on Cotton Belt, Santa Fe, I. & G. N.
Ten-car capacity private siding. Lowest insurance
rate in territory.

Operates TEXAS TRANSFER COMPANY

Members: Central Warehousemen's Club, Texas Assn.

WACO, TEXAS

The Heart of Texas

**Weatherred Transfer and
Storage Co., Inc.**

One Block on Mary at 13th St.

FIREPROOF STORAGE

Private sidings with ten car capacity, trackage on I. & G. N., G. C.
& S. F. and St. L. and S. W. Rys.

The Oldest Distribution Warehouse in Central Texas.

Members A. W. A., N. F. W. A., Am. Chain, C. W. C.,
Tex. W. & T. Assn.

Equipped to give the very best service on Storing and Distributing
Merchandise.

SALT LAKE CITY, UTAH

Merchandise Storage and Distribution

Over 1,000,000 Cubic Feet Re-enforced Concrete,
Sprinklered Space

Insurance Rate Only 18 Cents

Jennings-Cornwall Warehouse Co.

NORFOLK, VA.

We Store—Forward—Reconsign

Modern Fireproof Storage Facilities

Jones & Company, Inc.

GENERAL OFFICES:

317-318-319-320-321 National Bank of Commerce Bldg.
NORFOLK, VA.

PETERSBURG, VA.
HOPEWELL, VA.

S O U T H E R N

B O N D E D W A R E H O U S E

Distributors—Fireproof Storage

RICHMOND, VA.

Virginia Bonded Warehouse Corporation
1707 East Cary St.

Distribution and Forwarding of General Merchandise
Only
Largest Warehouses in South. Southern R.R. Siding.
Members: American Warehousemen's Association

SEATTLE, WASH.

FALES WAREHOUSE

1018-1020 Fourth Ave. South

General Storage—Distribution—
Household Goods

We own our own property—investment \$150,000.00—
75,000 square feet floor space—30c insurance rate—
trackage—central business location—Class A ware-
house—Good offices for brokers—complete and responsi-
ble service including drayage at MODERATE RATES.

SEATTLE, WASH.

B E K I N S

FIREPROOF STORAGE

Distributors

Northwest Shipments Promptly Handled

SEATTLE, WASH.
Madison at Twelfth

PORTLAND, ORE.
Sixteenth and Sandy Blvd.

SEATTLE, WASH.

TAYLOR
Transfer and



EDWARDS
Storage Co.

Members:
American Warehousemen's Asso. Central Warehousemen's Club

Merchandise Distributors

DISTRIBUTION CARS
Delivered, Forwarded or
Stored.
No Switching c.g. on
Carloads.

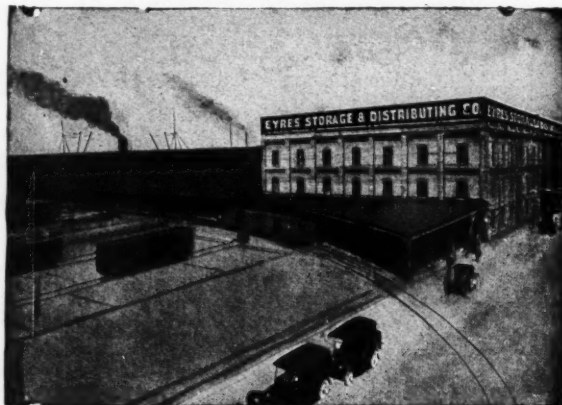
POOL CARS
Furniture Packed, Shipped
or Stored.
Established 1905

FIREPROOF STORAGE
SEATTLE

LOW INSURANCE
WASHINGTON

SEATTLE, WASH.

EYRES STORAGE and DISTRIBUTING CO.



Established 1889
Incorporated 1904
Free & Bonded
Warehouses
Seattle, Wash.



GENERAL MERCHANDISE STORAGE
MACHINERY STORAGE
HOUSEHOLD GOODS STORAGE
POOL CAR DISTRIBUTIONS
OPERATING 30 TEAMS, 24 AUTOS
SERVICE OUR MOTTO

SEATTLE, WASH.

UNITED WAREHOUSE CO. SEATTLE, WASH.

Established 1895

GENERAL STORAGE AND DISTRIBUTING
U. S. CUSTOMS BONDED STORAGE
RAIL CONNECTION WITH ALL ROADS

TACOMA, WASH.



WE OWN BOTH WAREHOUSES

Established 20 years in Tacoma—and know how to handle your requirements

Storage (bonded and free) Merchandise and H. H. Goods
Moving and Packing by Experts C. L. & L. C. L. Distribution
Collections Remitted Promptly We Solicit Your Business

TACOMA, WASH.

**PACIFIC STORAGE and
TRANSFER CO., Inc.**

Merchandise and Furniture Storage

Distributors and Forwarders

Merchandise and Furniture

SEND YOUR POOL CARS IN OUR CARE
Auto Truck and Transfer ServiceN. P. RY. SIDE TRACKS
BROADWAY AND 17th STREET

YAKIMA, WASH.

**MILLER TRANSFER &
STORAGE CO.**

Successors to MILLER & LENINGTON

DISTRIBUTORS and FORWARDERS

PACKERS and SHIPPERS

**TRANSFER-STORAGE
WAREHOUSING**

Bonded and Free Storage

Motor Trucks and Team
Equipment for All and
Every Kind of HaulingSHIP IN OUR CARE
and let us be "At your
service with best of service"Office: 10 East A Street Sidney Hotel Bldg.
'Phone 571

Warehouse: 228 South 1st Street

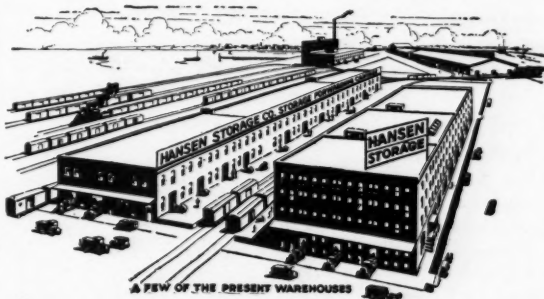
Automobile and Truck Storage

MILWAUKEE, WIS.

HANSEN STORAGE COMPANY

Capital \$1,000,000.00

MILWAUKEE, WISCONSIN

WE CAN SOLVE YOUR PROBLEMS IN
STORAGE AND DISTRIBUTION
OF MERCHANDISE12 WAREHOUSES—50-CAR SIDE TRACK
850-FOOT DOCKMEMBER—AMERICAN CHAIN OF WAREHOUSES,
AMERICAN WAREHOUSEMEN'S ASSOCIATION,
CENTRAL WAREHOUSEMEN'S CLUB.

MILWAUKEE, WIS.

For the Greatest SatisfactionTo both yourselves and your customers
consign your Milwaukee shipments to**United Fire Proof
Warehouse Co.**

392 Prospect Ave., Milwaukee, Wis.

Good service
built this
new fire proof
warehouse.The newest
and best in
Milwaukee.

CHARLESTON, WEST VA.

Mathews Storage WarehousesMerchandise Distribution—General Storage
Brick and Concrete Warehouses—Railway SidingMembers: American Warehousemen's Ass'n
Nat'l Furniture Warehousemen's Ass'n
MOTOR TRUCK & TEAM SERVICE

KENOSHA, WIS.

DAVID NELSON

KENOSHA

WISCONSIN

FIREPROOF STORAGE

Packers and Shippers of Household Goods

We Reach All Suburban Points

51-71 VICTORIA STREET

KENOSHA, WIS.

MILWAUKEE, WIS.**LINCOLN
FIREPROOF WAREHOUSE CO.**

322-332 Third Street, Milwaukee, Wis.

Direct Trackage into Warehouse. Carlot Distribution.
City and Interurban Delivery of Mdse. and Household
Goods. We remit upon receipt of bill of lading.**OSHKOSH, WIS.****OSHKOSH STORAGE CO.**

701-703-705-707 So. Main Street

Best distributing point in Wisconsin.

Free switching privileges on all railroads entering Osh-
kosh.

General merchandise and furniture storage.

Forwarding and transferring a specialty.

Competent help in office and warehouse.

We can be used as a branch house at no extra expense.

We are at your service.**REFERENCES:**The Old Commercial National Bank, Oshkosh Savings & Trust Co.,
or any Mercantile House.**TORONTO, CANADA****SPRINKLER
PROTECTED****INSURANCE
RATE 45c.****GENERAL MERCHANDISE DISTRIBUTORS
AND WAREHOUSEMEN****STANDARD WAREHOUSING
& MERCANTILE CO., LIMITED**

32 Front St., W. TORONTO L. J. Myers, Mgr.

WINNIPEG, CAN.**INSURANCE 30 CENTS**

230 PRINCESS ST. WINNIPEG

EDMONTON, ALTA., CAN.**Western Transfer & Storage, Ltd.**

Cartage agents for

Canadian Pacific Ry., Canadian National Ry., E. D. & B. C. Ry., Central
Canada Ry., A. & G. W. Ry.

Cartage Distribution Storage

EDMONTON, ALTA., CANADA

Members of the Canadian Warehousemen's Association.

HAMILTON, CANADA**Quickest Delivery—Least Expense**

Distribute Canadian Consignments Through

Hamilton Terminal Warehouses Ltd

Hamilton, Ontario, where Freight Rates Break

Private Siding, All Railroad Connections

HONOLULU, HAWAII

When Shipping Goods to

HONOLULUconsign to us and the same will be given our best
attention. Modern Concrete Warehouses. Col-
lections promptly remitted. Correspondence
solicited.**CITY TRANSFER COMPANY**

Cable Address:

LOVERINO, HONOLULU

Distribution & Warehousing

is the

Connecting Link

between the

Shipper and the Warehouseman

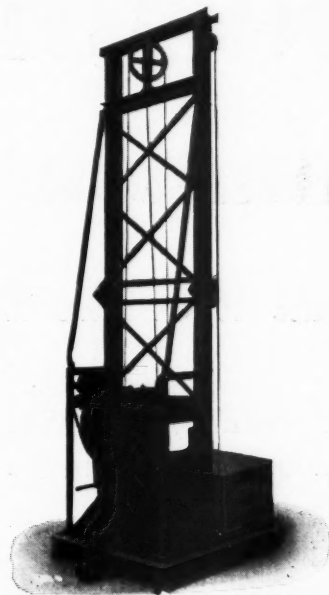
It serves each to the benefit of both.

Many big, nationally known business houses subscribe for several
copies each so that all the men who handle their distribution and
shipping may benefit by reading it regularly. It costs but \$2.00 a
year (\$2.50 west of the Mississippi).**Distribution & Warehousing**

239 West 39th Street

New York

IS YOUR CEILING AS VALUABLE AS YOUR FLOOR SPACE?



Do you pile merchandise? Then, you can save with a Standard H-a-n-d-i-l-i-f-t. It takes the limit from piling height utilizing every cubic inch of storage space; saves time; and makes labor more valuable by increasing its activity.

The H-a-n-d-i-l-i-f-t operated by hand requires one man. It will elevate 500 lbs. 10 feet.

It can be converted to a power elevator by adding the motor equipment.

The hand operated machine costs \$225. The power operated—425 f.o.b. North Chicago, Illinois.

Send for pamphlet "D."

STANDARD CONVEYOR COMPANY

GENERAL OFFICES AND PLANT
NORTH ST. PAUL, MINN.

"BROWN-PORABLE" PRODUCTS PLANT
NORTH CHICAGO, ILLINOIS

Representatives in All Principal Cities.

General Motors Trucks



Because of its good carrying capacity, speed, dependability and economy of operation, the GMC is the ideal truck for haulers of heavy products over long distances. Transportation Companies who operate GMC's know from experience these strong and sturdy trucks have their loads in good time, and at a profit-making cost per mile.

GMC chassis list at the factory as follows:
1-ton, \$1295; 2-ton, \$2375; 3½-ton, \$3600; 5-ton, \$3950; tax to be added.

GENERAL MOTORS TRUCK COMPANY

Division of General Motors Corporation
PONTIAC, MICHIGAN

Dealers and service in most communities

Directory & Distribution

What It Offers To Its



THE Directory Number (January Issue) of DISTRIBUTION & WAREHOUSING providing the industry, as it will, with a comprehensive up-to-date directory of warehouses throughout the country, will have year-round reference value to national distributors, warehousemen and all who in any manner or way employ warehouses and warehouse facilities. From the date of its publication until its successor appears, one year thereafter, the January, 1924, issue of DISTRIBUTION & WAREHOUSING will be used as a reference medium, as an index to the industry which will be invaluable to all warehouse users and to warehousemen themselves.

Subscribers for DISTRIBUTION & WAREHOUSING whose orders are received before the Directory Number goes to press (about December 22nd) will get one copy each of this valuable issue as a part of their subscription without extra

Last Forms

DISTRIBUTION &

239 West 39th Street

Number of & Warehousing

Subscribers and Advertisers

charge. The subscription price is \$2.00 per year. The price of the Directory Number alone is \$1.00 per copy. Most subscribers will need extra copies of this issue and they should order them in advance, as the size of the edition will be based on advance sales.

Advertisers in the Directory Number, whether they be warehousemen who set forth their special facilities for the attention of distributors and shippers in the directory section, or manufacturers whose products are used by the warehouse industry, will find that the Directory Number of DISTRIBUTION & WAREHOUSING has for them the double value of a special issue of extraordinary appeal to its readers and a year-round reference medium.

For details regarding advertising rates write at once.

Close Dec. 22nd

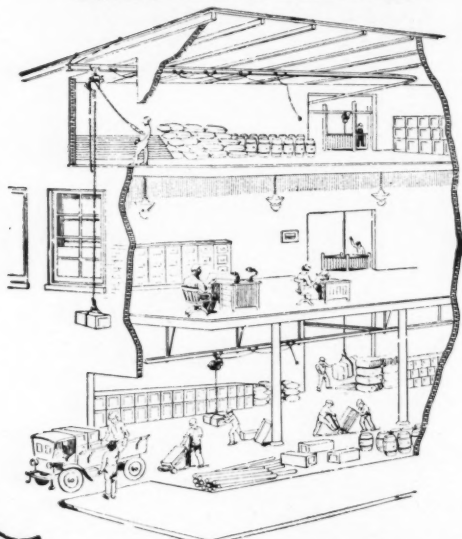
WAREHOUSING

NEW YORK

"Saves Truck Time"

MOTORBLOC

THE MOTOR-DRIVEN CHAIN HOIST



MOTORBLOC assembles loads quickly and cheaply. "THEREBY SAVING MONEY."
"A Ton can be handled as easily as a Pound"

Write for Useful Information

MOTORBLOC CORPORATION
Summerdale, Philadelphia, Pa.

THE King Shipping Case provides a simple—yet strong and absolutely safe—means of forwarding household goods from one point to another. It is designed to cut the high cost of crating and eliminate the many discomforting accidents—common to crated shipments.

No chance of anybody handling, stealing or misplacing valuable property. The King is sealed securely and the seal is not broken until goods arrive at destination.

Find out about the many interesting features of the King Shipping Case. Write today for our descriptive catalogue.

The King Shipping Case Corporation
276 West Water Street Syracuse, N. Y.

King Shipping Case

Warehousemen!

Prepare for Spring Rains

The

"OVLIM-BRAND"

Truck, Wagon and Horse Covers

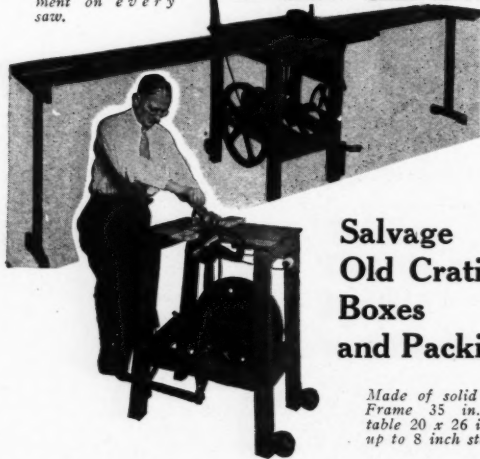
Insure Absolute Waterproof Facilities

Write for Prices and Catalogues.

Milvo Awning & Tent Works
ROME, N. Y.

This shows the saw with the 75 inch extension tables. A nail pulling attachment on every saw.

NEAL HANDY SAW!



**Salvage
Old Crating
Boxes
and Packing**

Made of solid maple.
Frame 35 in. high,
table 20 x 26 in. Cut
up to 8 inch stock.

The Neal Handy Saw is made for use in packing rooms, warehouses, factory shipping rooms or wherever time saving and clean cutting features are wanted.

It is equipped with a ¼ hp. motor with an 8 inch cross cut saw, ripping miter, and may be used for grinding and sharp-

ening tools as well as sawing, with a few attachments. The saw can be installed on a power line using three phase motor which will give maximum power. It is always ready for immediate action.

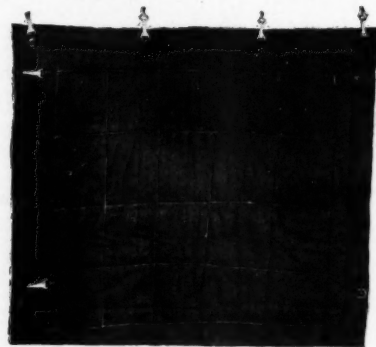
For complete description write to the manufacturer,

NEAL HANDY SAW CO.

7208 Euclid Avenue

Cleveland, Ohio

LINER PADS



FOR HANGING { Inside of Van or
Stake Truck

Made from heavy material, equipped with straps and snaps, ready to hang.....22c. sq. ft.

Write for Catalogue
of OTHER SUPPLIES

WM. A. IDEN CO.
564 Washington Blvd., Chicago, Ill.

Movers' Equipment

Piano Trucks, Hoists, Covers, Straps

We make the largest and best line
of Piano Trucks in the world.

5 Styles End Trucks

2 Styles Still Trucks

Write for circular and prices.

Manufactured only by

Self Lifting Piano Truck Co.

Findlay, O.

WAREHOUSE EQUIPMENT

WE MEET YOUR REQUIREMENTS

IN

Furniture Pads, Canvas Covers, Piano
Covers (for shipping and storage), Tar-
paulins, Truck, Wagon and Horse Covers,
Talking Machine Covers. "Coverlin"
Mattress Bags.

SAXOLIN Duplex is a flexible packing,
wrapping and case-lining material. Bet-
ter than burlap because it is Vermin-
proof and Water-proof.

Write Us Your Requirements

So We May Quote You Prices

The Cleveland-Akron Bag Company.

IMPORTERS OF BURLAP PAPER, COTTON AND JUTE BAGS OF ALL KINDS MAKERS OF PAPER
THE CHICAGO-DETROIT BAG CO. GOSHEN, IND. BUFFALO BAG CO. BUFFALO, N. Y. MISSOURI VALLEY SACK CO. ST. JOSEPH, MO.



**Use White Tar Paper and
White Tar Naphthalene**

In protecting the wares stored with you.

WE MANUFACTURE

WHITE

Paper (Pine, Tar and Cedar)

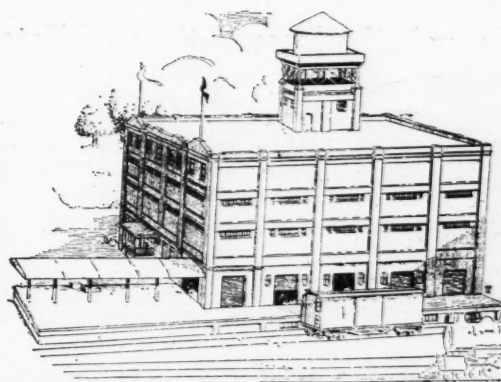
TAR

Moth Bags (varied sizes)
Moth Balls, Crystals, Pow-
der and Blocks
Naphthalene Flakes, Lav-
ender and Cedar Com-
pound

WHITE TAR MOTH SPRAY

The White Tar Company

56 VESEY ST., NEW YORK CITY



YOUR warehouse, either Household
Goods or Merchandise, planned for you
with maximum utility and minimum cost.

Our experience in the design and con-
struction of warehouses and factories en-
ables us to point out savings to you in
your new building.

SMITH & ANNABLE, Inc.

Architects and Engineers

145 STATE ST.

SPRINGFIELD, MASS.

EXCELSIOR PADS WOOD WOOL PADS EXCELSIOR WOOD WOOL

H. W. SELLE & CO.

Manufacturers

1000-1020 N. Halsted St. Chicago, Ill.

ATLANTIC EXCELSIOR CO.

507-527 W. 30th St.
New York, N. Y.

AMERICAN FOREST PRODUCTS CO.
24th and Race Sts.
Philadelphia, Pa.

FURNITURE VAN PADS

*Made of new, soft cotton, covered with strong,
durable, khaki-colored fabric*

Quality, Quantity, Price, Workmanship

Buy Now and Be Prepared for the Rush

Cut size 72 x 78.....\$36.00

Cut size 72 x 56.....27.00

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Embalmer. Used for 23 years
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A Department of Trade
and Employment Opportunities

If you don't find what you want here, your advertisement here will find it for you.

This Exchange section serves a real purpose in the industry by affording a central market place for the disposing of equipment no longer needed, and the securing of special apparatus at bargain prices. If you have any equipment for sale or wish to sell your business, this section is the logical place to advertise. All advertisements in this section will be accepted at a flat rate of three cents per word for each insertion.

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FOR SALE—Cleveland Carpet Vacuum Machine; 19½ ft. long; will sacrifice; write for particulars. Isacson, 462 Fifty-second Street, Brooklyn, N. Y.

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It cleans perfectly and leaves a dry finish without injury to the finish.

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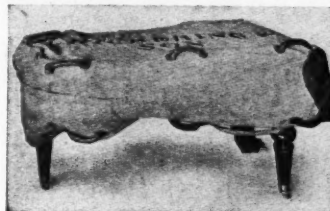
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"The Only One
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Just a few moths will quickly breed thousands. And one lot of infested upholstered furniture, rugs or carpets may soon fill your warehouse full of the pests.

ENOZ

KILLS MOTHS

WILL NOT STAIN

It is the one safe and sure way of eliminating moths. Used by hundreds of the leading warehouses all over the country.

The safe plan is to spray each lot of goods received before storing—and also to spray the floors and walls of rooms. If you did not do that, better go over your plant carefully with Enoz—NOW.

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Packed in containers of 5 to 55 gallons:

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10 gals.	20.00
20 gals.	37.00
33 gals.	54.45
55 gals.	80.00

A suitable sprayer is included without charge with your initial order.

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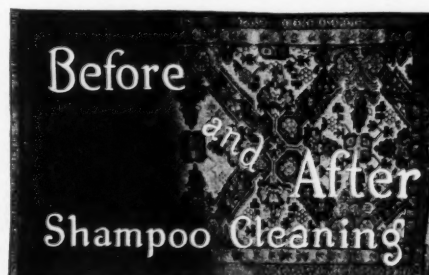
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Take Out
Your Share



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Only a small amount of space is required for the vacuum-shampoo process. Ordinary labor can do the cleaning. All dirt, grime and stains are removed, restoring rugs and fabrics to their original brightness and beauty.

We'll gladly send you without any obligation full particulars about the cost of equipment and the method used. Get started now for Fall cleaning.

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Rug Cleaning Equipment

MAIL COUPON TODAY

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Name

Address

Manufactured by
LANDERS, FRARY & CLARK
United Vacuum Appliance Div.
Connerville, Indiana

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At the Cutler Hammer Mfg. Co.

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It can't help doing it

This sturdy, compact and powerful gasoline motor pulls, pushes and shunts all forms of vehicles—with speed and economy.

Analysis of your inter-transportation system will show you ways to make the Towmotor a big efficiency factor in your organization.

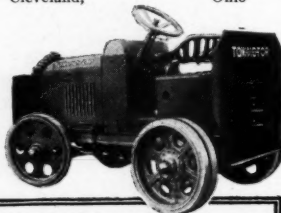
The Towmotor's complete story—testimonial letters and other evidence and in-

formation—is a history of reduced payrolls everywhere.

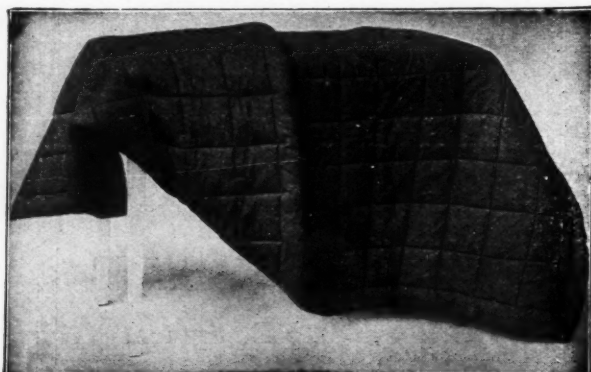
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Get the story—it's yours for the asking.

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The Towmotor has Made Good
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"Protecto" Wagon Pads are made of Extra Heavy Drill Denim, Cotton Filled

NOTE! The pad is stitched in square blocks; this prevents the cotton from bunching.

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No. 16. Cut size of cloth 36 x 72. Price, Doz. 21.00

Phonograph Covers. Each. 5.25

F. O. B. Chicago. Write or wire your order today.

CHICAGO QUILT MANUFACTURING CO.

1355-57 Roosevelt Road :: :: CHICAGO, ILL.

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FEDERAL
TRUCK
TIRESTwo Testimonials
Carry the Whole Story

From Virginia and Minnesota—two extremes of climate. From a laundry and a bus company—two extremes of service. These two letters show the range of Federal Truck Cord availability—and convincingly prove the economy of standardizing on Federals, for two reasons: First, because Federal delivers such high tire mileage, and second, because they keep delivery wagons, trucks and busses moving—saving earning time.

Three Years Without an Adjustment

926-28 West Broad Street,
Richmond, Va., Jan. 1, 1923

S. Dorsey Sydnor,
Richmond, Va.

Dear Sir:—In the last three years we have used Federal Tires exclusively, and haven't required an adjustment. Can we say more?

Yours truly,

T & E LAUNDRY COMPANY, Inc.
R. L. Branner, Pres.

Busses Average 23,000 Miles on Federals

Glenwood, Minn., June 11, 1923

We equipped our five busses with Federal Truck Cord Tires about one year ago after using about every standard make, and wish to state that the first two Federal Tires applied on a 6600 pound White Bus ran 27,000 miles. We have averaged 23,000 miles on all Federal Tires used. This far exceeds any mileage obtained from other makes. Our busses are on the road both summer and winter and the tires are subjected to the hardest kind of service.

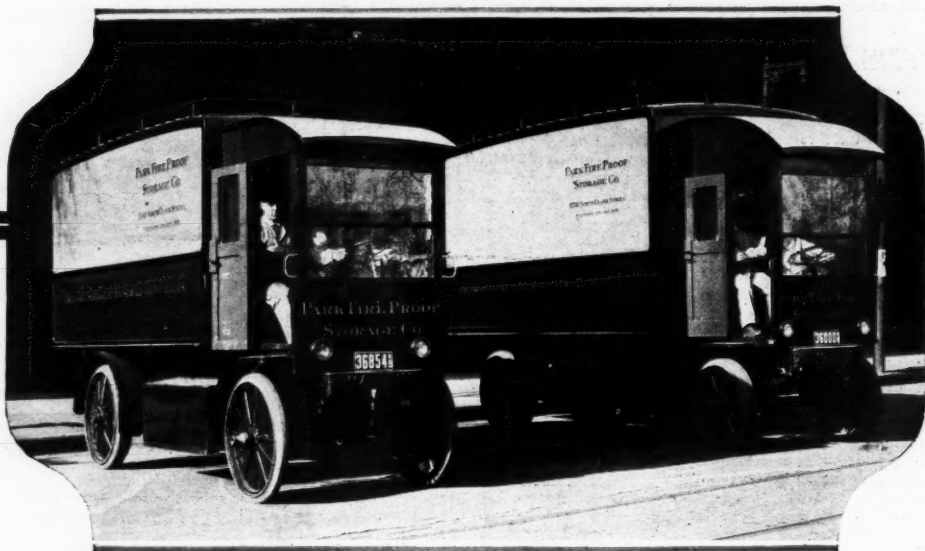
We recommend Federal Tires to operators of fleets who are looking for low tire costs.

P. D. Q. TRANSPORTATION CO.
Per W. D. Cretzler

Near you there is a Federal Authorized Service Station, whose proprietor will gladly prove to you how Federal Truck Cords will cut down your truck-operating costs.

The Federal Rubber Company
CHICOPEE FALLS, MASS.





Over \$6,500,000

—have been invested in Walker Electric Trucks by the following twenty prominent Walker users—purchased on 265 repeat orders:

American Can Company
 American Railway Express Co.
 Bigelow Hartford Carpet Co., Thompsonville, Conn.
 Blue Valley Creamery Company
 Bush Terminal Co., New York
 Carry Ice Cream Co., Washington, D. C.
 Commonwealth Edison Co., Chicago
 Cushman Sons, Inc., New York
 Eastman Kodak Co., Rochester, N. Y.
 Gimbel Bros., New York
 Mandel Bros., Chicago
 Marshall Field & Co., Chicago
 National Biscuit Company
 National Tea Company, Chicago
 New York Edison Co., New York
 New York Pie Baking Co., New York
 Old Homestead Bakery, San Francisco
 Pacific Baking Co., Los Angeles
 Reid Murdoch & Co., Chicago
 Vacuum Oil Company

With Walker economy strongly emphasized by many users in your own field—can you afford to pay 50% to 100% more for your city route trucking than these and HUNDREDS of other successful companies who use Walkers profitably?

*Before you buy more trucks—Investigate the
 Walker Electric—Ask any user*

WALKER VEHICLE COMPANY, Chicago

LEADING MANUFACTURER OF ELECTRIC STREET TRUCKS

New York Boston Philadelphia Buffalo
 Newark Atlanta New Orleans

Load Capacities: $\frac{1}{2}$ —1—2—3 $\frac{1}{2}$ —5 tons

WALKER ELECTRIC TRUCKS

LOWEST TRUCKING COST ON CITY ROUTES

Great Loss Prevented

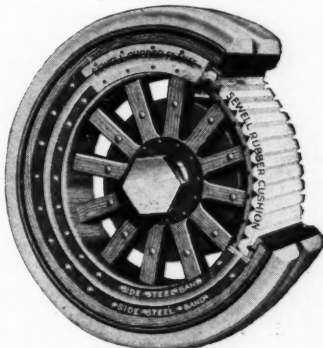
Sewell Cushion Wheels Save Importantly in the Operation of Motor Trucks

Sewell Cushion Wheels are an established factor in truck economy. Corporations operating fleets of trucks, and individuals operating only one truck, know that Sewell means an important cutting of truck costs.

The saving Sewell Wheels make in the aggregate is huge. *It is probably millions of dollars a year.* Are you getting your share of this saving?

It pays, and it pays well, to equip trucks with this sensible economy. For Sewell Wheels save your pocketbook by saving the truck. They cushion the truck against road shocks and strains which rack and ruin its mechanism.

With Sewell Wheels, you will quickly note that your trucks are in much less need of repair. They are tied up in the garage less frequently. That means that they pay you higher returns on their investment value.



The Resiliency
is built in the wheel

It is the Rubber Flange Construction of Sewell Wheels that **DOUBLES** the resiliency of the live rubber cushion through years of service.

It is this Rubber Flange Construction that gives Sewell Wheels the **REQUIRED DEGREE** of resiliency for **FULL** protection of truck and tires from road jars.

Then you will note another result. Tires are saved. They last far longer.

There is still a third important Sewell economy. Trucks equipped with Sewell Wheels last much longer. Some truck operators attribute two years and more of greater life to the Sewell Wheels.

The first cost of Sewell Wheels, is their final cost. They outlast the truck. Look into Sewell economy carefully. Sewell Wheels pay such high dividends in money that would otherwise be lost that they deserve your attention.

We are here to serve you. Write us, or get in touch with the nearest Sewell branch. The full facts about Sewell Wheels will be placed in your hands. We will give you the opinions of others in your business field. Start saving with Sewell Wheels with the next truck or trucks you buy. Specify Sewell Wheels as equipment.

The Sewell Cushion Wheel Company
Detroit, Mich.

New York, Philadelphia, Pittsburgh, Chicago, San Francisco

Representatives in Leading Industrial Centers

Sewell Cushion Wheels



THE van owner who has reached a sound basis of profitable operation finds it good business to make tire replacements before the moving period begins.

From his experience with the U. S. Mono-Twin as rear wheel equipment his confidence in the new U. S. Cushion Tire recommended for front wheel use in heavy trucking is already established.

The U. S. Cushion, because of its unusual characteristics due to the

use of the new U. S. Sprayed Rubber and a new scientific design has cushioning qualities that approach those of the pneumatic.

Qualities that mean lower motor repair costs, easier riding, and greater protection to the load.

U. S. Mono-Twins on the rear wheels and U. S. Cushions on the front is a combination that is proving its economy every day.

Ask the nearest U. S. Truck Tire Service Dealer.

United States Truck Tires
United States  **Rubber Company**

U. S. Rubber Co., N. Y.